

**CANADIAN  
FARM IMPLEMENTS**

1918















# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 1

WINNIPEG, CANADA, JANUARY, 1918

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10 Cents)

## UNION BANK OF CANADA



Head Office: Winnipeg

### LOANS for LIVESTOCK

THE UNION BANK OF CANADA is prepared to make loans to good farmers on reasonable terms, to purchase cattle for feeding or breeding purposes.

It is in the best interests of farmers to increase their herds.

Consult the Local Manager for particulars.

Paid Up Capital	-	-	\$5,000,000.00
Deposits Over	-	-	\$110,000,000.00
Total Assets Exceed	-	-	\$140,000,000.00

THE PIONEER BANK of WESTERN CANADA

## HAIL — FIRE — LIVE STOCK INSURANCE

LIFE — AUTOMOBILE — TORNADO

While in Garage or on Road

### CARSON & WILLIAMS, BROS., LIMITED

720-726 Union Bank Building

Winnipeg

PHONES (Private Exchange) MAIN 6112-3

### CASH TO LOAN

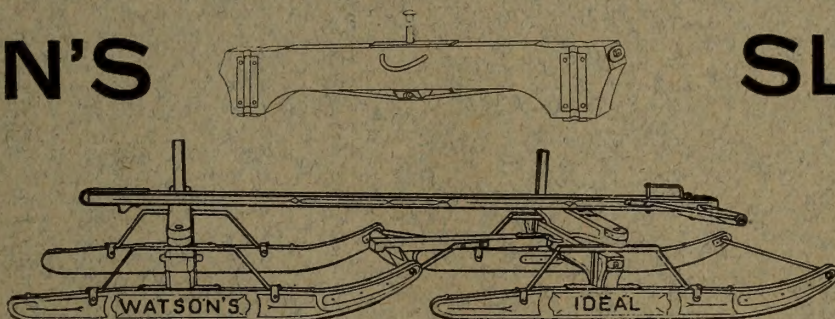
On First Mortgage Improved Farm Property

APPLICATIONS FOR AGENCIES INVITED

## WATSON'S

### CANADA'S STANDARD

We have instituted more practical improvements on Sleighs than any other manufacturer. This line is our specialty. In design, material, finish and value our Sleighs are the leaders.



## SLEIGHS

### BIGGEST CARRYING CAPACITY

It's the way we make them. Size for size, carry heavier loads, have lighter draft, and hold the road better than any other Sleigh made. Farmers know—and ask for a Watson's Sleigh.

### THE DEALER WHO HANDLES WATSON'S IDEAL FARM AND BUSH SLEIGHS GETS THE SLEIGH TRADE

Ideal Sleighs are made in all sizes, Steel or Cast Shoes. The weakest point in a Sleigh is the bench. Note our Special Trussed Bench—a patented feature. The quality of our woods is unequalled: Runners—white oak; Benches—grey elm or oak; Poles and Reaches—heavy white oak. Only well seasoned, straight grained woods are used in Watson's Sleighs. Heavy steel bracing throughout. Scientifically designed runners—point of contact directly below bench. They ride on the top of the road—no skidding. Our Cast Shoes, curved up at rear, allow backing. Now is the time to investigate Watson's Sleighs. Their inbuilt quality and acknowledged superiority means big sales. Write at once.

*John Watson Mfg. Co.*  
LIMITED

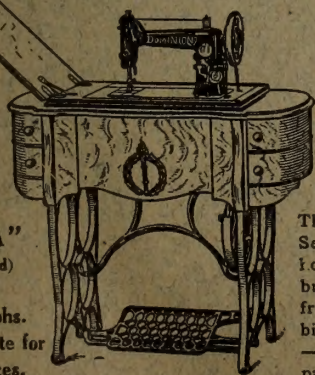
WE CARRY REPAIRS FOR ALL MOLINE IMPLEMENTS AND JANESVILLE PLOWS

CHAMBERS AND HENRY STREETS, WINNIPEG

## KEEP THIS TRADE AT HOME!

The Local Ladies Only Want Dealers To Show Them  
"DOMINION"  
Sewing Machines

"VIOLA"  
(Registered)  
Cabinet  
Phonographs.  
Write for  
Prices.



They like proof—not pictures! "Dominion" Sewing Machines are mechanically perfect, honestly constructed, easy to operate and built for long life. Elegantly finished in head, frame and woodwork. That's why we give a binding warranty with every machine. Dealers—get this agency. Write for catalog and full particulars. Don't delay.

The Dominion Sewing Machine & Phonograph Company  
300 NOTRE DAME AVE., WINNIPEG, MAN.

## WHY NOT USE HORSE SENSE?

Not a Horse or a Mule in Western Canada (if he could talk) but would tell you that he could do 25% more work if you would clothe him comfortably with "Horse Shoe Brand" Collars, Harness or Saddles.

Sold only by legitimate and honourable dealers all over Western Canada, and Manufactured in Western Canada only by

### THE GREAT WEST SADDLERY COMPANY

At WINNIPEG, CALGARY, EDMONTON,  
REGINA and SASKATOON.


SEND FOR CATALOGUE AND PRICE LIST TO DEALERS ONLY

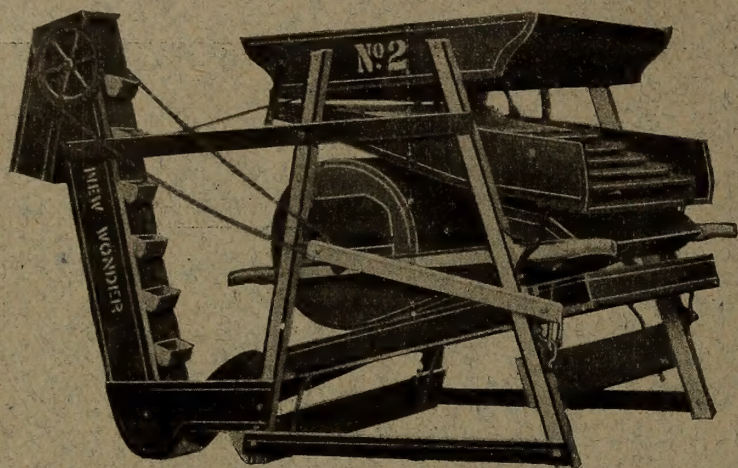
### SIDE LINES:

We sell wholesale, to the dealers only, Mitts, Gloves, Moccasins, Automobile Tires, Spark Plugs and Auto Accessories, etc., etc.



# Cockshutt Grain Cleaners

 OUR "New Wonder" Cleaner has great capacity, is most efficient in separating and grading—particularly in separating WILD OATS and other foul seeds—is easy to operate and is good for many years of hard service.



## Special Features of the "New Wonder"

**ADJUSTABLE SHAKE ON SHOE.** It is the only mill on the market with a graduated adjustment of the shake on the upper and lower shoes. This is a very important feature, as more shake is required on the upper screens when cleaning dirty grain than when cleaning comparatively clean grain. More shake, too, is required when cleaning seed grain than grain for the market. Less shake is required on both shoes when cleaning flax, grass seed, etc., than in cleaning wheat, oats or barley.

**AUTOMATIC FORCE FEED** can be regulated to suit operator's wishes by a hand wheel and feed screw. It stops automatically when the mill stops—no further adjustment needed.

**SPECIAL CLEANERS** on the lower shoe brush the underside of the screen—keeping it clear so the last bushel is as clean as the first.

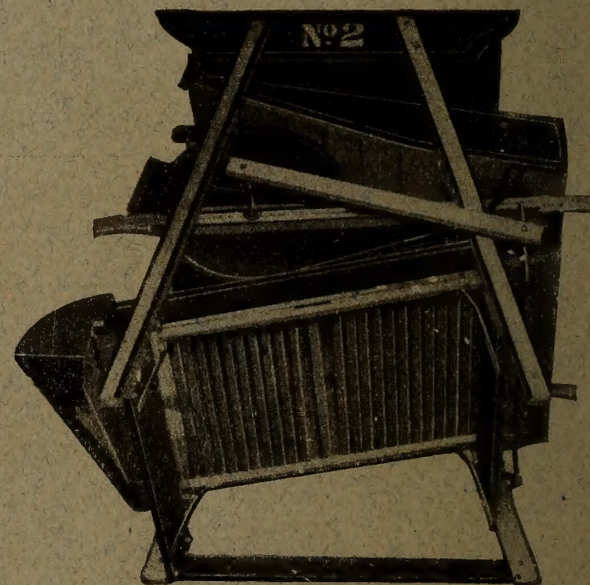
**ARRANGEMENT OF SCREENS** is such that it is almost impossible for wild oats to get through with the good grain.

*Full description of this machine is found in Special Folder. Ask for it.*

## Cockshutt Grain Drills

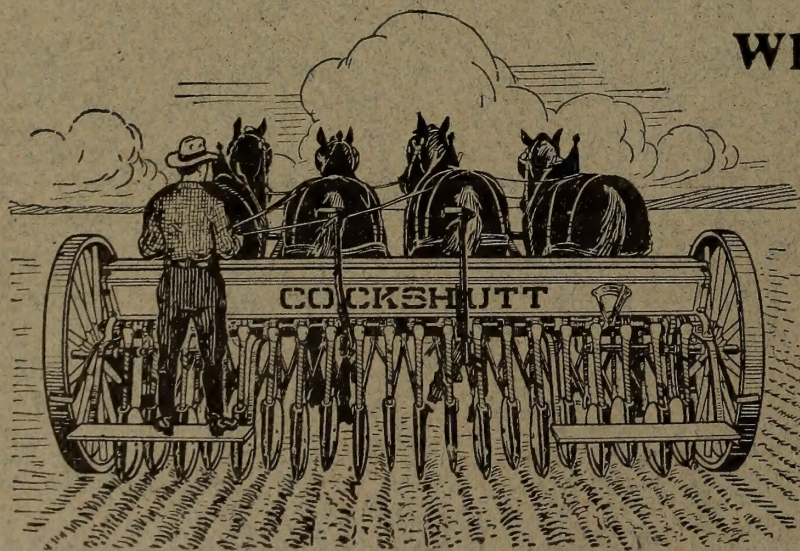
Farmers appreciate the fact that it is just as important to get their grain properly planted as it is to select clean, plump seed. In the Cockshutt Drill you have one that will meet your customers' wishes better than any other—it sows accurately, evenly, without cracking or bruising seed at whatever depth is desired.

It will back up your strongest arguments—and is made in such a variety of styles and sizes that you can meet any demands made of you. Single Disc, Double Disc or Drag Shoe types—in 14, 16, 18, 20 or 22 shoe sizes.



## Why the Cockshutt "Full Line" is Profitable to Handle

It stands first for Quality of materials and proven designs. It stands for Service, too! Service to the Dealer, because of its completeness and because of the ever-present forces of Advertising, Reputation and Durability that are constantly pushing Cockshutt Implements out into the country. If you are the Right Dealer you need these goods. Ask about them to-day.



# COCKSHUTT PLOW CO., LIMITED

WINNIPEG

REGINA

SASKATOON

CALGARY



# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 1

WINNIPEG, CANADA, JANUARY, 1918

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10c.)

## THE MATERIAL SITUATION AND VEHICLE PRODUCTION

During the past four or five years there has been considerable fooling in connection with the vehicle business. Vehicle manufacturers fooled themselves in the idea that buggy sales would never again be a great factor; they drifted into truck and auto body lines, and so on. Dealers fooled themselves that the buggy was a dead game—diverted their attention to handling autos—hard things to sell on a cash basis—and with a high selling cost per car. The man who formerly ordered a carload of buggies very often sold them before the invoices matured; yet the funny thing is that there is actually more profit for the dealer in selling a carload of buggies than in selling a carload of automobiles. Sweating to sell automobiles, the dealer looked in vain for the profits that he formerly realized on buggy sales.

It is good to see that the buggy is coming back with a rush. The old time spirit is finding its way back into the horse-drawn vehicle business. The man who formerly purchased a reasonably priced vehicle in the past found that his outlay ended there; when he purchased an auto last year or two years ago he found that the purchase price was only the first payment on a continuous expense account.

Vehicle manufacturers are beginning to realize that they will have to adopt the aggressive advertising and selling methods which were formerly a feature in the vehicle trade. They realize that they will have to show the dealer that there is more profits in buggies than in autos—but in bringing back the buggy they will be confronted with the supply situation that has affected so vitally the production of farm implements and machinery.

The dealer is well aware of the situation in the steel and iron industry, upon which we have commented in these pages month after month. Contracts are being placed for millions of tons of steel calling for deliveries as far ahead as the end of 1919. Transportation difficulties—a fearful shortage of freight cars—further complicates the situation. The rail-

roads cannot furnish cars, the mills cannot get raw materials nor ship finished product, which is but one side of the steel situation. Yet the vehicle manufacturer must have his malleables and forgings, etc., at whatever price.

### The Hardwood Market

In the hardwood market the situation is equally complicated. Each year sees the forest supply lessening in spite of conservation and re-growth. The older timber sections have been exhausted and timbermen are now cutting in more remote limits, perhaps an inferior quality of wood being the

ports a big increase in production in 1917 compared with the previous year.

All of these facts go to show the dealer that the buggy is still a real live issue, and that many of the automobile converts—owing to high operating costs—have gone back to the slower but surer means of progress. The horse has "sawed wood" and said nothing, but government estimates show that he is increasing in both numbers and value.

### Costs in Vehicle Line

In the wheel production market the hardwood situation referred to

of more than 300 per cent is recorded since 1914. Plain malleables, since the commencement of the war, in the vehicle business, have advanced in cases 100 to 140 per cent, and the advances in malleable have been so far very conservative. Fifth wheels, in the majority of cases, cost from 35 to 40 per cent more than formerly.

All drop forgings are greatly increased in price owing not only to the higher cost of the raw material but to the fact that cutting dies, high speed steel tools, etc., are away up, with a corresponding effect upon the price of the finished product. No reduction on the price of malleable castings is looked for, although these have by no means hit the levels attained by other steel and iron lines. Coal and coke, essentials in the smelting and forging business, have, like pig iron and other raw materials, aeroplaned upwards.

In all the vehicle accessory business the cost of factory equipment such as tools and machinery has advanced greatly. It is evident that, as in the implement lines, the user will have to pay for all the advances in materials that go to make up a buggy.

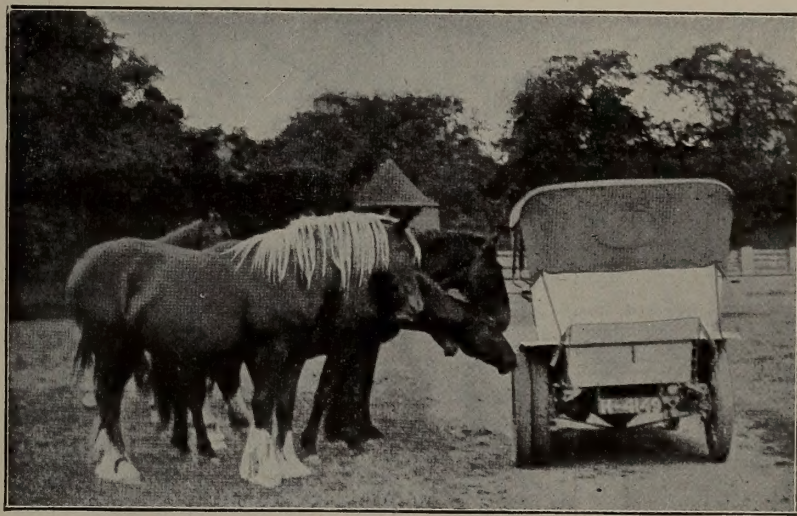
### Finishing Materials

The finishing business also shows interesting conditions. Everything used in varnish and paint making has advanced. In the leather business the price of hides has gone up with a direct effect upon leather cost. Further, the materials used in the production of leather have advanced from twenty-five to several hundred per cent. Tanning materials of all kinds are scarce and high priced, and as many lines are imported the shipping situation interferes with the supply situation.

The oils used in tanning have advanced, and all other materials entering into the finishing of carriage leathers. Therefore, both in the raw material and in the tanning and finishing of the leather, increased cost is met with. Imitation leather has followed the real article in upward trend. In the vehicle carpet business the high prices of jute yarns and dye stuffs has forced prices skyward.

### Pressed Steel and Malleable

In the production of pressed steel bodies the price of the raw steel has, of course, a direct effect. In sheet steel alone an advance



Resolved: That Mankind will Get Tired of it, Sooner or Later

result. Hickory and rock elm are being exhausted rapidly, while even our Canadian maple is difficult to secure.

Vehicle hardwoods are in like condition. A considerable supply of small but low grade hardwood is available, but this is only a fair grade and not up to the former high standard demanded in the carriage wood business. Further the war demand for hardwoods is in almost unlimited quantities.

In many lines substitution may be necessary, and while producers wish to maintain the old standards they will find it very difficult—in cases impossible—to do so. The shortage of skilled labor—and the high cost of labor—further adds to the production cost of the finished goods.

Despite all these difficulties in production, practically every vehicle manufacturing concern re-

has had an undoubted effect. There is not the least doubt that at the year's end lumber will be selling on a higher basis than now obtains. Even when the war is over there will be an enormous export demand for hardwoods which will affect prices in the future wagon and vehicle trade.

The added cost in vehicle production must, of course, be reflected in the selling price of the job, even as has been the case in the machine and implement business. In wheel manufacture, beyond the mere cost of the materials, rivets and screws have advanced by nearly 200 per cent, and wheel flanges in cases 50 per cent and over.



It is evident that higher costs apply to practically everything connected with the carriage and vehicle business, but should vehicle and accessory manufacturers be satisfied with moderate profits, the legitimate advance in the cost of the finished article should in no way interfere with the sale of vehicles. The present demand indeed indicates that prices have kept well within reasonable limits, and that the dealer can, by applying some of the old time salesmanship, sell vehicles with profit and satisfaction as of yore.

### Honor to Head of Fairbanks-Morse Organization

At a meeting of the board of directors of E. and T. Fairbanks & Co., held recently at St. Johnsbury, Vt., Henry J. Fuller, president of the Canadian Fairbanks-Morse Co., Ltd., was elected president of the Vermont organization.

The election of Mr. Fuller to this office is another move which serves more closely to unite Canadian and American organizations, as Mr. Fuller is not only president of the Canadian Fairbanks-Morse Co., Ltd., but is also a director of the Canadian Bank of Commerce, the National Trust Co. of Canada, and other industrial concerns in the Dominion.

Although born in St. Johnsbury, Vt., Mr. Fuller went to Montreal in 1897, two years after completing his education at Worcester Polytechnic Institute, and established a branch of the Fairbanks Co., which later developed into the Canadian Fairbanks-Morse Co., Ltd., of which he is now the chief executive.

As head of this concern, Mr. Fuller has seen his organization grow from the Montreal branch to a concern employing a large staff all over Canada, and with several thousand operatives in its factory in Toronto.

### Help the Farmer Speed Up Production

The farmer is going to be hard pressed this year if we may judge from present indications. With a greater demand for production than ever before, and with prices that are tantalizing in the offer of liberal profits, he finds himself confronted with a labor shortage almost unparalleled. The selective draft and the high prices paid in the industries have made farm labor mighty hard to get at any price. And, The

While different sections of America have favorite styles of harrows, it is noteworthy that the majority of experiment stations in the U.S. are using the "Acme" harrow in the preparation of their experiment plots. For instance, the director of The Florida Experiment Station writes: "We consider the 'Acme' harrow one of the best tools for preparing a good seed bed that we have ever used. It does thorough work and leaves the seed bed in first-class condition to receive the seed. It is also an excellent

harrows are provided with an excellent seat. The weight of the driver makes the coulters bite in, yet does not lug the team, because of the unusually light draft of the tool.

One of the good results that should ensue from the present war conditions is the habit of looking ahead and buying well in advance. This is good business in ordinary times, but at present it is absolutely necessary if the dealer is to conduct his business with any assurance. The congestion of freight and the shortage of steel for use in the manufacture of farm implements have been much discussed, but they are still big factors to be reckoned with.

Dealers are advised to send in their orders at the earliest possible date, and to line up their prospects early. You will find the telephone a great help in discovering the farmers who are in need of tillage tools. Don't wait for them to come into your store, but sit right down at the 'phone and get in touch with every farmer in your territory. There's plenty of business waiting for you. Go after it!

### Sisal Fiber Supply

The principal feature of the fiber situation in over two months is the announcement that the Commission Reguladora de Henequin has sold 100,000 bales of spot sisal hemp at 19 cents f.o.b., Gulf ports, involving in the vicinity of \$4,000,000. Of this amount, the International Harvester Corporation gets 50,000 bales, the remainder, it is reported, going to state prisons and other buyers.

Manufacturers are desirous of beginning operations on twine to be used in the harvest of 1918 in order that the supply will not be imperilled by too long a period of inactivity. On this account the U.S. food administration decided to approve sales of 100,000 bales, which constitute only a small part of the fiber required for a season's twine product. This price of 19 cents, Gulf ports, and 19¼ cents, New York, are the same quotations on sisal fiber that obtained last August. In this connection, the twine trade authority, Cordage Trade Journal says:

Apparently this transaction also settles the question of whether or not binder twine is to be higher than last season, for, as was pointed out in our Nov. 15th issue, manufacturers cannot sell Sisal binder twine at 19¼ cents in less than carload lots f.o.b. Central Western shipping points if they have to pay 19 cents Gulf ports for sisal fiber. How much more



Making a Perfect Seed Bed at a U.S. Experiment Station with an Acme Harrow

Dairymen's League is authority for the statement that labor costs on the farm have increased over 33 per cent since the beginning of the war.

Aside from all considerations of profit, the dealer who has the welfare of his own community at heart is anxious to render any assistance possible to the farmers in his territory. One thing he can do is to urge upon the farmers the purchase and use of efficient tillage tools. For, in spite of the unprecedented shortage of help, every acre must be well tilled this crop season.

implement for destroying weeds in the spring. We have used this harrow to prepare land for the planting of practically all farm crops. You should have no hesitancy in advising your patrons to use the harrow on all kinds of land when it is in the proper condition for cultivation."

Farmers find that one good way to meet the labor shortage is to hitch more horses to a single tool. The "Acme" is made in one, two, three and four-horse sizes, and the four-horse size covers a sweep 17 feet in width—makes short work of even a large field.

Still another way of making the most of the available labor supply is to use riding tools. Following a harrow is one of the hardest jobs on the farm; but driving a harrow provided with a good spring seat is light and pleasant work. In almost every village and hamlet throughout the land are numbers of retired farmers—men who have been accustomed to strenuous work but have wished to take a little comfort in their declining years. Many of these elderly men are glad to do their bit in this emergency, provided that the work can be made suitable to their strength and endurance. "Acme"

## RAPID-EASY GRAIN GRINDERS

### The Famous Line of Machines

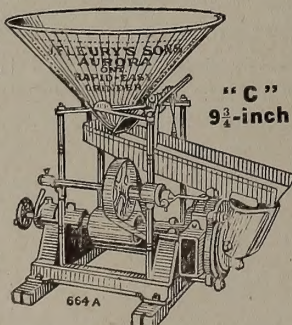
A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled.

A few styles and sizes are as follows:

No. A—6 inch. Plates (Flat)	2½ to 5 H.P.
No. A—7 " " " "	3 to 6 H.P.
No. B—8¼ " " " "	5 to 10 H.P.
No. B—10 " " " "	6 to 12 H.P.
No. C—9¾ " " " "	Mill Head
Custom Work 5 to 12 H.P.	

#### CUSTOM MILLS:

No. D—10½ inch Plates (Flat)	8 to 14 H.P.
No. D—11 " " " "	8 to 16 H.P.
No. 6—11 " " " "	14 to 20 H.P.
No. 7—13 " " " "	15 to 25 H.P.



"C"  
9¼-inch

**J. FLEURY'S SONS .. Aurora, Ontario**

Medals and Diplomas World's Fairs, Chicago and Paris

WESTERN  
AGENTS:

**THE JOHN DEERE PLOW COMPANY, LIMITED**

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

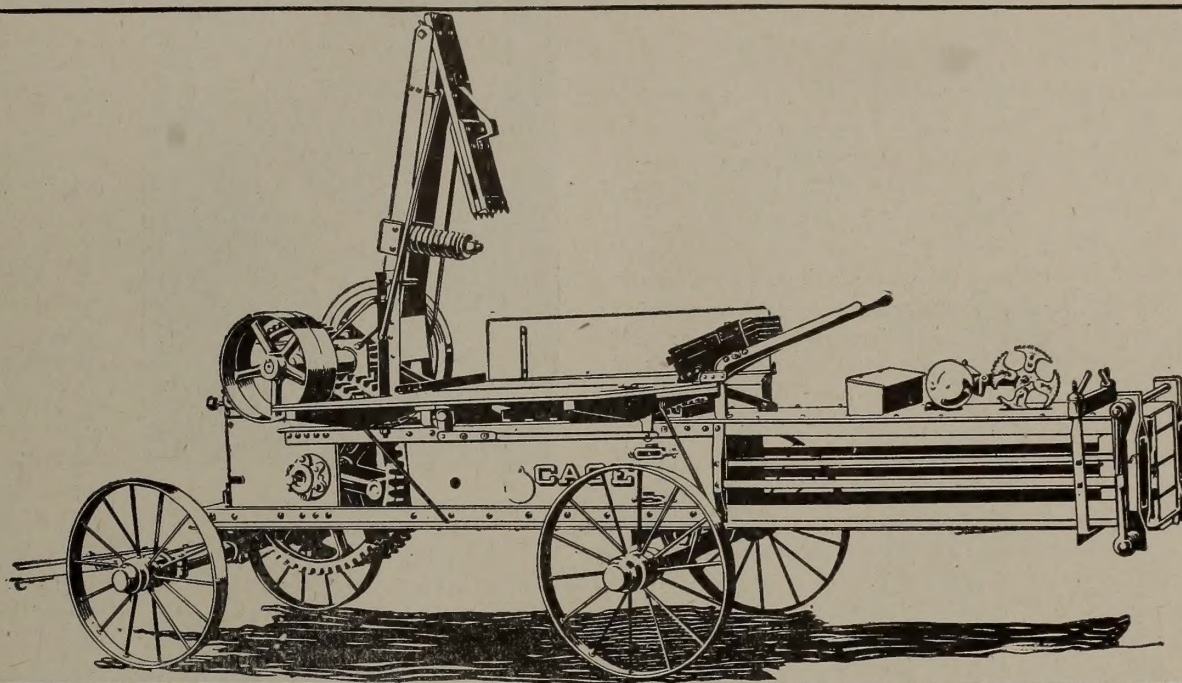




Founded  
1842

# CASE

Famous  
the  
World  
Over



## Every Tractor Owner is a Prospect for This Case Hay Baler

EVERY farmer owning a Tractor should also have a Case Hay Baling Press. It extends the use of his Tractor, and makes money where his engine would ordinarily stand idle. He can take care not only of his own hay, which brings more money when baled, but there is always an opportunity to do custom baling for his neighbors.

Case Baling Presses have extraordinary features not found in any other machines. Case Balers handle large feeds, without danger of breakage.

Case belt power Balers are built in two sizes, 14 x 18 inches and 17 x 22 inches. The former has a capacity of 3 to 4 tons per hour, and the latter 3½ to 5 tons per hour.

They are constructed entirely of the best steel, the frame extra heavy and hot riveted. This keeps all parts permanently in line, and eliminates an endless amount of trouble found in balers constructed of wood and cast iron.

We also build a sweep power press for those who do not require the capacity of belt power balers.

We call this sales opportunity to the attention of all implement dealers. We urge you to go after this business. There is money in it for you.

Once in a while there are openings for new Case dealers. Write to find out if this opportunity exists in your community.

**J. I. CASE THRESHING MACHINE CO., Inc.**

(FOUNDED 1842)

**844 Erie Street, Racine, Wis., U.S.A.**

Canadian Branches: Calgary, Edmonton, Winnipeg, Brandon, Regina, Saskatoon  
Eastern Canada: Canadian Fairbanks-Morse Co., Limited, Toronto and Montreal

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Books**

**Send For This Descriptive Printed Matter—All Free**

Below are listed the different series of booklets and folders. Tell us which interest you.

Kerosene Tractors

Steam Tractors

Grand Detour Plows

Threshers

Hay Balers

Silo Fillers

Road Machinery

Automobiles

Or, if you wish, ask for our General Catalog, describing the entire Case line. It is free.

**Write  
Today**



than last season the twine prices will be cannot be determined now, as the future course of raw material prices, together with cost of carried-over raw material and twine, will have an influence in settling the price ultimately. Considerable price-less business in binder twine has been placed by merchants, the volume of such orders in some sections being larger than ever before.

The sisal fiber supply of the large binder twine and rope plants was virtually exhausted, and some plants faced the possibility of closing down. One report says that the Reguladora's supply of spot sisal in the United States aggregated approximately 221,284 bales.

Between Jan. 1 and Dec. 1, 1917, 723,000 bales were shipped from Progreso, as compared with 1,081,500 bales in the same period in 1916. The stock at Progreso on December 1 was 49,000 bales, with about 274,000 bales inland.

In the United States the acreage and condition of winter wheat were bad, crop condition on December 1 being the lowest on record. With good conditions in spring and summer to stimulate the planting of oats and spring wheat there is the likelihood that the consumption of

binder twine will be the largest on record.

No twine prices are being made, but one manufacturer is reported to have taken price-less contracts with a guarantee that the prices for sisal and standard will not exceed 25 cents per pound.

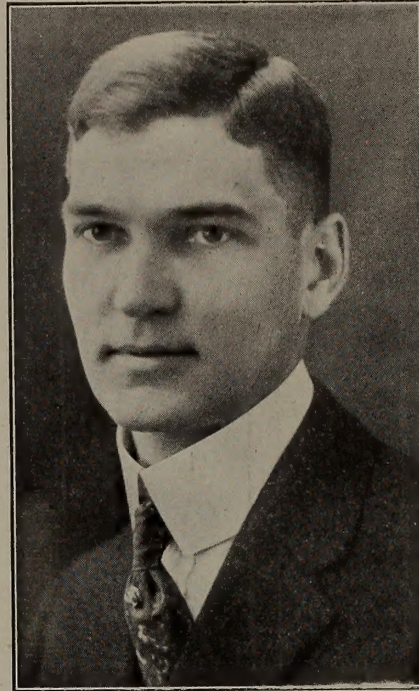
#### Britain Manufacturing Twine to Meet Home Demand

Already the long-sighted farmers of the United Kingdom are booking their orders for binder twine for their 1918 crop. In the Old Land the government have made arrangements for the manufacture and sale of a standard 500 foot binder twine. Deliveries are already being made at a fixed price of 115 shillings per hundred-weight (112 pounds) net cash, delivered by the manufacturers to any railway station. In Canadian currency this would represent a selling price of practically 24¾ cents a pound, and this price will not be reduced before the harvest of 1918, and in fact may be advanced.

In Great Britain before the war binder twine was sold for as low as 6¼ cents per pound. Early buyers for last season's requirements paid 16¼ cents per pound, while in July, 1917, the price rose to 21¼ cents per pound. Farmers are now buying at 24¾c.

#### Massey-Harris Man Now in Ontario

In our last issue we briefly reported that Dawson B. McPherson, office manager of the Saskatoon branch, Massey-Harris Co.,



DAWSON B. MCPHERSON

had been promoted to the responsible position of assistant of the Ontario branch of the company. Mr. McPherson, whose photograph we reproduce herewith, is only about 30 years old. He was

born in Kempfield, Ontario, and has been connected with the Massey-Harris organization since 1904. In that year he commenced as a junior clerk in the Regina office. His rise was rapid and in 1907 he came to the newly formed Saskatoon branch as chief of the collection department. In 1912 he was promoted to office manager. The new position is considered a big advancement and is in line with the policy adopted by his firm of giving young blood a chance to make good.

The office staff at Saskatoon presented Mr. McPherson with a handsome gold watch, suitably engraved, while golfing friends made him the recipient of a golf bag prior to his departure. His many friends in the territory will wish Mr. McPherson every success in his well-merited promotion.

#### New Engine Concern in Toronto

The Chief Motor Company Ltd., Toronto, Canada, has been formed with \$250,000 capital to manufacture engines for trucks, tractors and boats. J. G. Erd and Harry Erd, of the Erd Motor Company, Saginaw, Mich., are to be the operating heads. A new plant will be constructed and manufacturing will start shortly after the first of the year.

## The BULL DOG LINE is Complete

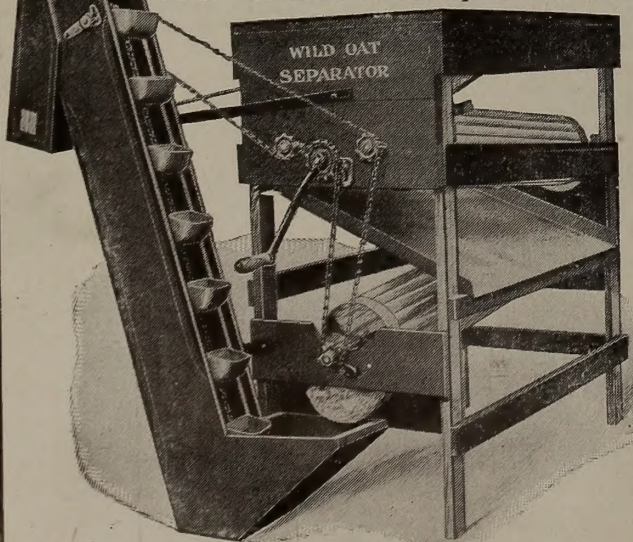
Fanning Mills Smut Cleaners Wild Oat Separators

We manufacture eleven sizes of Bull Dog Fanning Mills, with capacities ranging from 25 to 150 bus. per hour. These mills are the biggest selling line in Canada. It pays the dealer handsomely to handle them, also our other grain cleaning and grading machines. Ask for full particulars of the Bull Dog Machines.

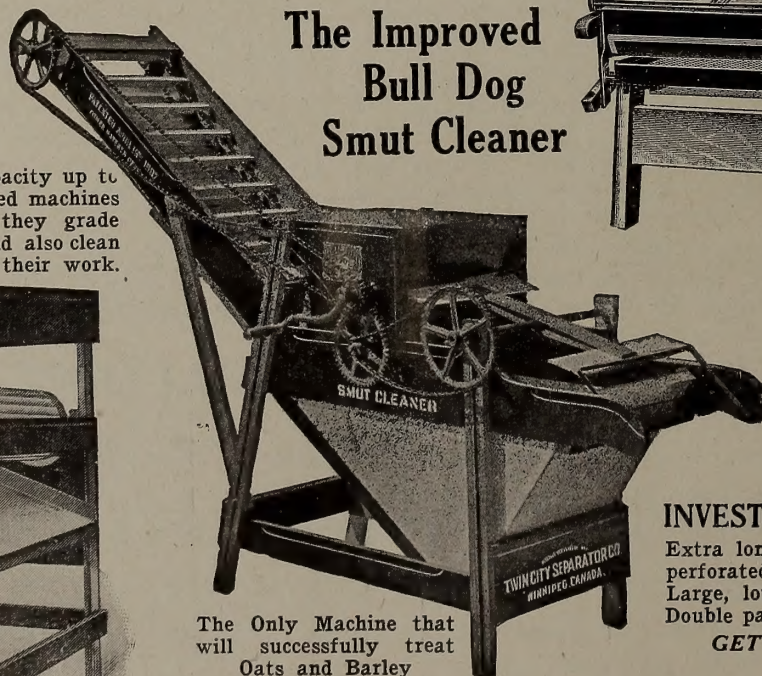
### The Bull Dog Wild Oat Separator; Model A, 3-Roll

Made to Separate Wild Oats from Barley—and DOES IT.

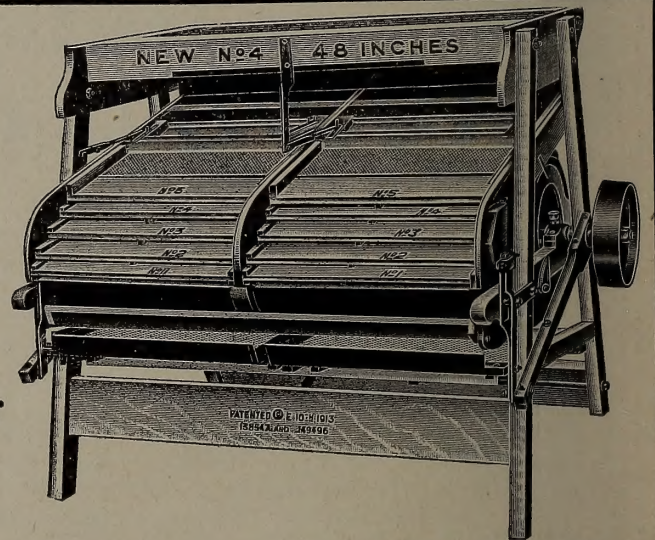
Also made in 6-Roll Size, with capacity up to 40 bus. per hour. Specially designed machines for cleaning barley and oats; they grade wheat, oats and barley perfectly and also clean wheat. No machine made equals their work.



### The Improved Bull Dog Smut Cleaner



The Only Machine that will successfully treat Oats and Barley



The New 48-inch Bull Dog Mill—the latest addition to our line

Does exceptionally fine work on all grains. Heavy construction, durable and rigid design. Easily driven. Can be supplied with 4-foot Bagger or Wagon Box Elevator. Hundreds ready for immediate shipment.

#### INVESTIGATE OUR SMUT CLEANERS

Extra long carrier for wagon box delivery. False perforated bottom in carrier; no liquid wasted. Large, low feed box; galvanized rust-proof tank. Double paddle skimmer. Driven by hand or power.

GET THE BULL DOG AGENCY  
AND YOU GET THE BUSINESS

## TWIN CITY SEPARATOR CO., LIMITED

Of LOGAN AVENUE on QUELCH STREET

WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta



### De Laval Dealers' Calendars

Artistic as were the previous six annual De Laval agency calendars, the 1918 issue just off the press is the most attractive from the agent's point of view because it embodies in a happy manner the chief De Laval sales argument — the saving possible by using De Laval Cream Separators.

Last year we had a young cow-owner and his smiling bride, who had "started right" by buying a De Laval Separator. This year we have the same couple, with their good-as-new De Laval, congratulating each other on the savings account their machine has earned for them.

This cheerful calendar in an agent's store will put everyone in a happy frame of mind. Every agent should give it a place where it may be seen by all his customers.

The edition is limited, due to the great expense in getting it out, and the calendars are not intended for general distribution. As a rule, only one calendar will be mailed to each agent. If for any reason you have not received your calendar, write to the nearest De Laval headquarters in your territory and they will see that you are supplied.

### Factors in Favor of Selling Separators

Before the dealer discards the idea of selling cream separators, let him fully consider the advantages of the line as compared with other farm implements. As has already been pointed out, the prospect is more easily located than on other farm implements, because when the dealer is driving through the country and making calls on prospects for other lines, he can easily locate the man who is worth calling on by the cattle in his barn yard, and their number. It is not a difficult matter to prove to the farmer with even three cows that he needs a separator, for there are an abundance of selling points to convince the most skeptical farmer, first, that he should keep at least a few cows on his farm, and second, that he can make a far greater profit from his dairy products by the use of a cream separator than without.

Cream separators take up much less room in the dealer's place of business than other implements. They can be placed where they will attract the attention of customers at his place of business, and often arouse interest of themselves without the subject being brought up.

A separator that is doing good work in the community influences the sales of many others. Perhaps this is more often true of a cream separator than of other farm implements, because the separator is used largely by the women, and women are accustomed to comparing ideas with their neighbors.

### The "Hereafter" of a Sale

It is your business to protect the buyer's interest. You cannot afford to do otherwise. It's your business to know what article will

give him the best service and why it will give him the best service.

And if you allow him to take away a cream separator or any other article from your store, no matter how well pleased with it he may be at the time, no matter how fine a "bargain" he may think it is, and later on he has cause to regret his purchase, he'll put the blame on you.

But when he is glad to see you six months or a year after the deal is made, then you know that you have added another "good will" brick to your business edifice.

You know that he will come

back for more; that it is worth the little extra sales effort; that when he talks about your store to his neighbors he will be laying the lines for new trade that will sooner or later come your way.

The "hereafter" of a sale is frequently more important than the sale itself. This is peculiarly true of the cream separator business—

Because every cream separator you sell either "praises" or "damns" you twice every day, 365 days in the year.—De Laval Monthly.

Get into the separator game.



# The cream of the cream separator trade goes to the De Laval Agents

THE DE LAVAL COMPANY, Ltd.

LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA.  
Sole manufacturers in Canada of the famous De Laval Cream Separators and Ideal Green Feed Silos. Alpha Gas Engines, Alpha Churns and Butter-Workers. Catalogues of any of our lines mailed upon request.

WINNIPEG VANCOUVER MONTREAL PETERBORO



## International Harvester Men in New Positions in Western Canadian Territory

John A. Tanner, formerly manager of the Calgary branch, International Harvester Co., of Canada, has been appointed manager of the Winnipeg branch of the harvester organization. The new manager of the Winnipeg branch in 1898, came west from Ontario to represent the McCormick Company in the Dauphin dis-



**J. A. TANNER**  
Manager for I.H.C. at Winnipeg

established at Yorkton, Sask., Mr. Tanner being appointed to open and organize the branch. He continued as manager at Yorkton with conspicuous success, until 1913, in which year he was transferred to Calgary as manager of the company's branch in that city, which position he held until his transference to the management of the Winnipeg branch in December, 1917. With a long experience in the machine business, Mr. Tanner should be the right man in the right place in the important position which he now occupies at Winnipeg. We welcome him back to this city, and wish him every success on his well deserved promotion to a new sphere of action.

He succeeds A. W. Wallace, who has acted as manager of the Winnipeg branch since May 1917, when M. J. Rodney was transferred to Australia. Mr. Wallace now returns to the headquarters of the company at Chicago, where he will again assume the important position of manager of the Canadian plow business of the International Harvester Co. He has been with the organization since 1904, and in 1912 went to Cape Town where he organized a branch controlling the whole of the immense trade territory in Southern and Eastern Africa. In February, 1916, he returned to Chicago, and until he came to Winnipeg as manager, was in charge of the Canadian plow

business of the company, to which post he now returns. Mr. Wallace has a big reputation as a plow expert.

H. N. Ross, formerly assistant manager at the Winnipeg branch has been transferred to the position of assistant manager at Saskatoon. Before coming to Winnipeg Mr. Ross was cashier at the Edmonton branch, and before then was in branches in the United States.

C. A. Ewald is now assistant manager at the Winnipeg branch. For the past three years he has been assistant manager at the Brandon branch house. At Brandon he is succeeded as assistant manager by F. Lehigh, who has formerly been a blockman in Regina territory.

V. A. Porter, formerly assistant manager at the Edmonton branch house, has been appointed manager of the Estevan branch of the organization. At one time a cashier at an Eastern branch, Mr. Porter came West to the Calgary branch some eight years ago, acting as blockman. About three years ago he was appointed assistant manager at Edmonton.

At Estevan branch R. W. Greenway becomes assistant manager. For over eight years Mr. Greenway has been a blockman on Winnipeg branch territory, and should be a valuable acquisition to the Estevan branch of the company.

W. J. McCallum, formerly manager at the Estevan branch house has been transferred to the position of manager of the Calgary branch. Mr. McCallum was at one time a blockman in

Calgary territory. From there he was transferred to the post of manager at Edmonton, from which city he went to Portland, Oregon, as assistant manager, which position he held until two years ago, when he became manager at Estevan. We congratulate Mr. McCallum on his well-merited promotion to the management of the Calgary branch of his company.

Mr. Pierson, formerly of the Estevan branch, has been pro-



**A. W. WALLACE**  
In charge Canadian Plow Business

moted to the position of assistant manager at Edmonton, while J. A. Jacklin becomes a blockman in Winnipeg branch house territory.

### Care and Credit

The average dealer is so busy looking after the buying and selling side of his business, that he hasn't the time, or rather does not take the proper time, to select his credit customers, or to look up their rating. On the other hand, if he were as careful and painstaking in buying his accounts as he is in buying his stocks, his profit account would show up much larger at the end of the year.

There is too much credit granted on personal friendship without investigation, and the reason that the large stores have a smaller percentage of losses than the small concern, is that the larger houses have a special credit man, who passes on every credit, purely upon its merits, and every new account is thoroughly investigated.

With the dealer this is impossible, and too often, largely on the desire to make a sale, or because the purchaser is a personal friend, he O.K's. the purchase, delivers the goods—and then has a long, hard job in getting payment for same!



## A Good Resolution—To Take on the "Maltese Cross" Line This Year

You want every day to be a profit day, but you don't sell a tractor or a costly machine every day. Yet there is a daily demand in your district for automobile tires, tubes and accessories. You can start in the tire business **RIGHT** by handling a line with a Dominion-wide reputation. Our line means satisfaction—and satisfaction means customer goodwill—the one way to permanent business.

## PARAGON TREAD TIRES

"By Miles the Best"

Our line of Tires (black tread—red side walls) and Tubes (both grey and red) will bring you permanent business. They are the kind you know you can recommend; they do what we claim for them, and we stand behind them with a reputation for quality and service second to none. Some of our most successful and prosperous dealers are men in the implement field. Let's talk it over. We have a proposition that will interest you right from the start.

## GUTTA PERCHA & RUBBER, LIMITED

FACTORIES: TORONTO

WESTERN BRANCHES:

Winnipeg  
Calgary

Fort William  
Lethbridge

Regina  
Edmonton

Saskatoon  
Vancouver



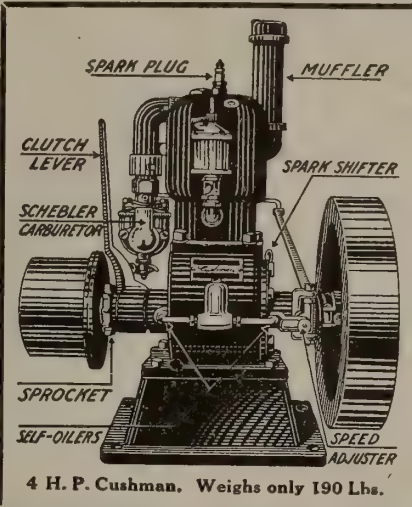
# For Bigger, Better Business in 1918, Handle **THE CUSHMAN LINE**

## Cushman Light Weight Engines, 4 to 20 H.P.

Cushman Engines weigh only one-fifth as much per horse-power as ordinary farm engines, but are so well designed and built, so carefully balanced, so accurately governed, that they work more steadily and quietly than any other engine. The Cushman is the modern farm engine.

### Built Light—Built Right

The 4 h.p. Cushman weighs only 190 lbs., the 8 h.p. only 320 lbs., the 15 h.p. only 780 lbs., and the 20 h.p. only 1,200 lbs. Cushman engines are used on the famous Cushman combination threshing outfits. They are equipped with Throttle Governor and Schebler Carburetor; 4-cycle, water cooled, with friction clutch pulley. Many dealers are selling from 15 to 50 Cushmans a year in addition to their heavy engine business.



4 H. P. Cushman. Weighs only 190 Lbs.

The farmer wants an engine he can move around easily and put to work anywhere. Cushman Engines are built to do many jobs in many places. They operate grain binders, potato diggers, manure spreaders, etc. The 4 h.p. Cushman saves a team on the binder and does all ordinary work.

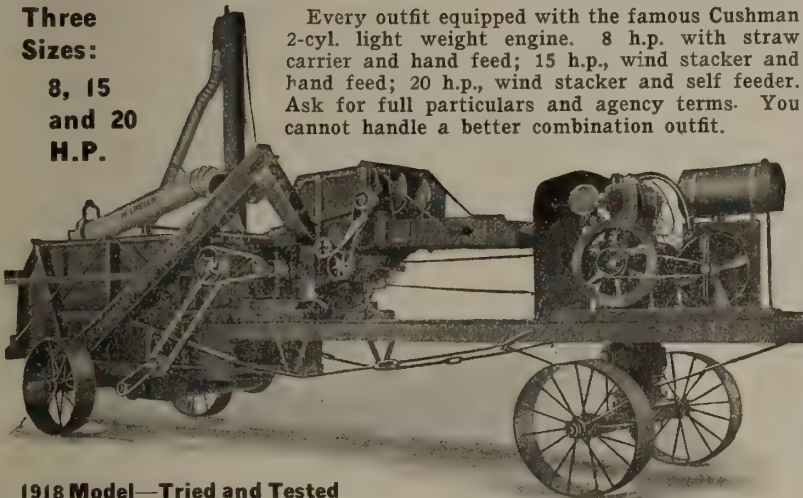
### The One Perfect Binder Engine

For heavy grinding, driving small separators, etc., or for any power from 3 to 9 h.p., the 8 h.p. Cushman especially appeals to the farmer. Very economical, for Cushman engines receive just enough fuel to take care of the load at that moment on the engine. Result is uniform speed and maximum power. Not cheap engines, but cheapest for your customers in the end. Get the Cushman agency for 1918.

## Sell Cushman Light-Weight Combination Threshers

Three Sizes:  
8, 15  
and 20  
H.P.

Every outfit equipped with the famous Cushman 2-cyl. light weight engine. 8 h.p. with straw carrier and hand feed; 15 h.p., wind stacker and hand feed; 20 h.p., wind stacker and self feeder. Ask for full particulars and agency terms. You cannot handle a better combination outfit.



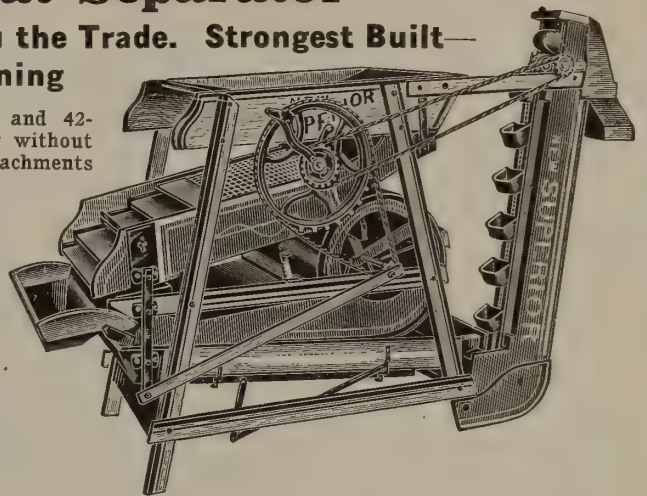
1918 Model—Tried and Tested

## The Lincoln "New Superior" Wild Oat Separator

Will Get You the Trade. Strongest Built—Easiest Running

Made in 24, 32 and 42-inch sizes, with or without bagger. Power attachments supplied if desired.

Patented adjustable windboards give perfect control of blast; our special sieves eradicate all wild oat seed. Strongly built and bolted; has greater capacity and does better work than any mills of similar sizes.



## The Automatic Grain Pickler



The only machine of its kind in use. Handles grain at the rate of 135 bus. per hour. Light in weight; strongly built; perfect in action; low in price. Fully guaranteed. Weight of grain operates the machine. The kernels are thoroughly soaked, turned over and treated.

## "Klean Kwick" Vacuum Washers

We handle a full line, hand or power. The most efficient washers made. Increase your profits by selling the Klean Kwick in your district. Write for particulars.

## Lincoln Smut Cleaners

Ensure Clean Seed and Big Yields

Sold on a positive guarantee to prevent smut. No. 3 handles 30-50 bus. per hour; No. 4, 50-75 bus. The Lincoln separates smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

MADE IN  
TWO  
SIZES:



Write for  
Prices  
and Full  
Particu-  
lars

Get our Agency Offer for 1918, NOW

**CUSHMAN MOTOR WORKS OF CANADA, LIMITED**

Dept. E. **WHYTE AVENUE** Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

Exclusive Selling Agents for: Combination Threshing Outfits—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties



### Beatty Bros. Salesmen Hold Annual Rally

On the 2nd, 3rd and 4th of January the sales staff connected with the Winnipeg branch of Beatty Bros. Ltd., the well-known barn equipment manufacturing organization, met at the Winnipeg office of the company for their annual get-together meeting. The majority of the salesmen were in the city during the holidays. Along with J. M. Thompson, the genial manager of the Winnipeg branch, the travellers took part in a series of discussions and sales talks. Demonstrations of the selling points of the company's goods were an educative factor throughout the convention, and the suggestions and individual experiences given by the various salesmen were of great benefit to all. Many

suggestions were made whereby orders might be increased and service to the customers of the company still further perfected.

Livestock and dairy topics were obviously given due prominence, and the salesmen have returned to their respective territories greatly enthused and ready to book a record season's business for their company.

During the convention an informal dinner took place at the St. Charles Hotel, Winnipeg, when a happy evening was spent. Community building was a big feature in the addresses given. Practically every gentleman present took part.

The gentlemen present during the various meetings were: J. M. Thompson, manager, Winnipeg branch; W. B. White, Winnipeg, special pump representative; E. R. Hambly, Winnipeg, Eastern

Manitoba and Western Ontario territory; A. W. Johnston, Winnipeg, Southern Manitoba territory; W. J. Calvert, Winnipeg, Northern Manitoba territory; A. E. Owen, Regina, Southeastern Saskatchewan territory; E. P. Winslow, Regina, Northeastern Saskatchewan territory; Arthur Wylie, Moose Jaw, Southwestern Saskatchewan territory, and H. H. McBride, Saskatoon, Northwestern Saskatchewan territory.

### Dealers in England Organize

The implement dealers in England have formed an association which will be known as the National Association of Agricultural Engineers and Implement Dealers. Complaint has been made to the British Board of Agriculture that under the government plan of handling farm machinery legi-

timate agricultural engineers had in most cases been ignored and the business placed in the hands of motor engineers, who are ignorant of the needs of the farmers and do not understand the implement trade. It was also stated that if the government expected to supply large quantities of implements and parts to farmers direct the business of the dealers would be unfairly treated.

In a reply to the representatives of the dealers, Sir Arthur Lee said that the tractors and other machinery the British government had bought would remain the property of and be controlled entirely by the government and would not be sold to farmers. He said the reason his department had gone to the motor trade was that the agricultural engineers were not organized. He also stated that the government machines were only to be employed to help the farmer in his increased work and would not be allowed for the cultivation of land which the farmer could cultivate with the labor at his disposal.

### Trees for the Prairie

On the farms of the prairies of the three provinces during the season of 1917, 7,450,000 trees have been planted by the joint co-operation of the forestry department and the farmers with the threefold object in view of providing the farmsteads with shelter belts, the farmer with a possible future supply of wood, and of adding pleasing effect by beautifying the landscape of the prairie homeland. Incidentally, trees are said to have an important effect on the weather and climate, as well as in the supply of moisture. Certainly they tend to check the winds and by catching the drifting snow, they may be used to increase the supply of moisture in the soil of field or garden, an end much desired in certain sections of the prairie west.

### The Value of Standardization in Car Production

A daily output of 3,000 automobiles is scheduled by the Ford Motor Co., or a total of 900,000 cars for the fiscal year ending July 31, 1918. That this daily average of production can be reached by the company is proven by the fact that on one day during the last year an output of 3,310 cars was attained. During the last five years over 2,046,000 Ford automobiles have been made and sold. This record is overwhelming testimony in favor of standardization and progressive assembly.

# "HERO" Fanning Mills

**Every Mill Sold is a Salesman for the Dealer.**

**Clean and Grade the Grain better than any Mill on the Market.**



Three Sizes:  
24, 32, 48 inches

"HERO"  
Fanning Mills  
will get you the  
Trade in 1918.

**Known to Farmers Everywhere. They prefer the "Hero" Mill.**

**Every Mill sold on a positive guarantee. We guarantee delivery of all mills sold.**

**"Hero" Fanning Mills are Sold only through the Dealer**

Made in three sizes—there is a Hero for every size farm. Durable, superior construction, simple design. They have glazed cambric curtains a patented feature found on no other mill—which eliminate all wild oats from barley and wheat. Do splendid work on all grain and grass seed. Low power requirements. Have a capacity of from 40 to 80 bushels wheat per hour. All sizes can be equipped with pulley for power drive.

The "Hero" gets the farmer strong healthy seed, clean fields and a big yield. It saves him dockage on his grain. Standard equipment includes five sieves and six screens. Standard or special 8 and 10 foot baggers furnished for all sizes. Don't decide on a fanning mill until you investigate the "Hero." See the Ackland traveller or write us direct for full information and prices.

**Manufactured and Guaranteed by the HERO MANUFACTURING CO. LTD.**  
**Exclusive Sales Agents for Western Canada**

The

Best

Place

**D. Ackland & Son, Limited**

Calgary  
Edmonton



65-68 Higgins Ave.  
Winnipeg

The

Best

Goods



**Cheaper Pumping Power**

There is, perhaps, no single operation on the farm that is attended with a greater waste of human energy than that of pumping water. On many farms all of the water used for both house and stock purposes is pumped by hand. What an amount of time is thus consumed, virtually wasted,

that might be utilized in other ways, while some cheaper motive power pumped the water!

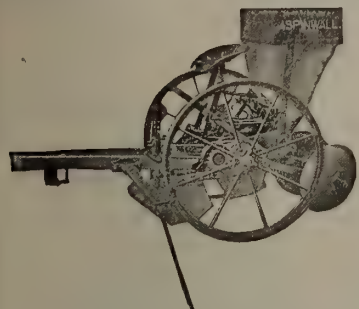
The gasoline engine can be used in place of the windmill where it seems desirable. The engine requires more attention than the windmill, however, and gasoline is more expensive than wind. The engine offers the advantage, though, of affording a fresh

supply of water at the time it is needed, which is a big advantage in either winter or summer. The point that it is here desired to emphasize is this—the power furnished by either the windmill or the engine will prove cheaper in the long run than human power.

The hydraulic ram can, in many localities, be used effectively in

lifting water from a spring below the level of house or barns up to troughs or tanks conveniently located for house or stock use. It is inexpensive, works day and night, needs but little attention and saves a great deal of human energy.

Are you going to make 1918 a record year in your business?



ASPINWALL POTATO PLANTER No. 3



Aspinwall Double Cylinder Sprayer No. 27

## ASPINWALL POTATO MACHINERY

### THE LINE THAT LEADS

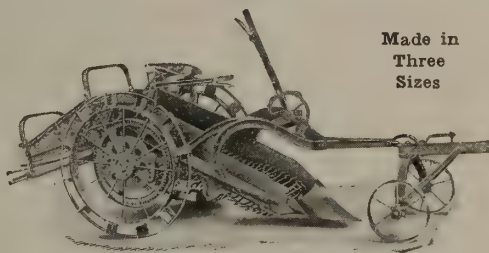
Unsurpassed in Material, Workmanship, Serviceability

Recognized as Standard throughout the World

World's Oldest and Largest Makers of Potato Machinery

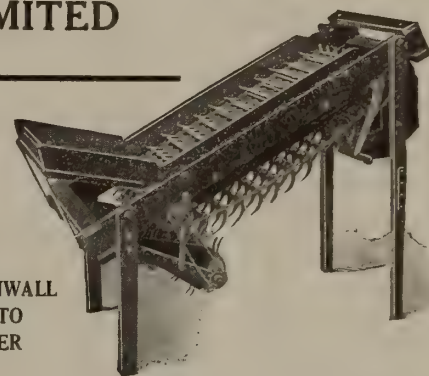
**Cutters Planters Sprayers Diggers Sorters**

**ASPINWALL CANADIAN COMPANY, LIMITED**  
**GUELPH, ONTARIO, CANADA**



ASPINWALL ELEVATOR DIGGER

Made in  
Three  
Sizes



ASPINWALL  
POTATO  
SORTER

## The Lauson 21-Jewel Kerosene Tractor

**HAS 24 FINE ROLLER AND BALL BEARINGS**

**Five Years Ahead of the Rest--A Real War Winner**

*The Product of Twenty Successful  
Years of Farm Engine Production*

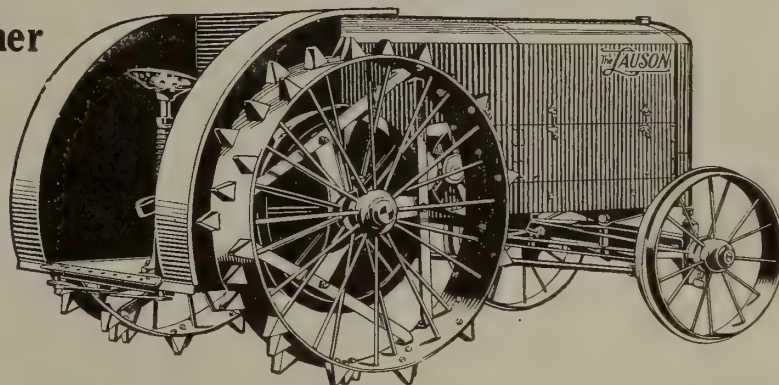
Our experience has convinced us that the serviceable tractor must be a medium-weight machine, of durable construction, designed for economical operation throughout the year.

The following inherent features of the LAUSON 21-JEWEL KEROSENE TRACTOR prove conclusively that the Lauson is so constructed and that service is built into every part:

1. The LAUSON 21-JEWEL Kerosene Tractor is rated at 15-25 h.p., but the Heavy-Duty Four-Cylinder Valve-in-Head Engine develops a liberal surplus of power and burns kerosene without smoking.
2. Universal Coupling between Clutch and Transmission relieves the strain from engine shaft and bearings.
3. Selective Type Sliding Gear Transmission is of our own make, designed for two speeds forward and reverse, with chrome nickel steel gears mounted in Hyatt roller bearings and running in oil in a dust-proof case.
4. Bull Gears are protected in a dust-proof case.
5. Extra Large Honeycomb Radiator insures perfect cooling under all conditions.
6. Elliott Automobile Type Steering Knuckles enable short turns.

Upon entering the tractor field, it was our determination to make the Lauson the most serviceable tractor manufactured. Our sales during the past two years and the many testimonials received from users of Lauson Tractors leads us to believe that we have accomplished this.

Some territory is still open for live dealers and distributors. Write or wire us to-day, stating territory desired and requirements. To-morrow may be too late.



7. Rear Axle is equipped with Hyatt Roller Bearings and Timken Roller Bearings in front wheels.
8. All working parts are protected from rain and dust by the Steel Hood, prolonging the life of the tractor considerably.
9. The large, roomy Platform with Levers and Steering Wheel conveniently located makes it easy to operate.
10. Belt pulley is of proper size for all standard power machines and is conveniently located.
11. The Lauson 21-Jewel Kerosene Tractor will pull three or four plows, depending upon conditions, and has ample power for large ensilage cutter or grain thresher of 22 to 30 inches.

**The John Lauson Mfg. Co., 59 Monroe St., New Holstein, Wis.**



### The Rumely OilPull in a New Size

A new model of the well-known OilPull tractor has been developed by the Advance-Rumely Thresher Company's engineers and which is rated by the manufacturers at 14-28 h.p.

We show herewith an illustration of this new member of the OilPull family which will appeal to the reader as being a most compact and handy, yet strongly built machine. This new OilPull, says the company, retains all of the sterling qualities which its older brothers are known to possess, at the same time embodying a number of improvements that experience and careful tests have shown to be practical and necessary.

The new 14-28, like all Rumely OilPulls, uses kerosene, distillate, coal oil, "stove tops," etc., with equal facility. In other words, as the manufacturers put it, "whatever oil fuel happens to be cheapest," the 14-28 Oil Pull burns it under the broadest kind of a written guarantee that is given to the purchaser of every OilPull tractor.

A few more notable features of construction are horizontal two-cylinder low-speed motor, which runs practically free from vibration; Secor-Higgins oil carbur-

etor; oil cooling system (no fan in radiator); enclosed transmission, all gears being machine cut from case hardened steel and which operate continuously in an oilbath. Hyatt roller bearings are used liberally in the transmission shaft and on the rear axle bearings. A powerful foot brake is provided which will stop the tractor under all conditions, while the operator's convenience has been taken care of by providing a roomy cab, which is but a step from the ground.

The 14-28 OilPull has two forward speeds of 2.1 and 3 miles per hour respectively, and one reverse speed, all gear shifts being made with one lever. The belt pulley is mounted direct on the crank shaft and so placed that it is an easy matter for the driver to line the tractor up with a thresher or similar machine. The driver can back into the belt, start and stop the belt pulley without getting off of his seat in the cab. An efficient and easily-operated self guide is provided so that the tractor is self steering when used for plowing. High front wheels are provided, so that the tractor can be operated readily in muddy, sandy, loose or very rough ground. An automobile-type steering mechanism gives the 14-28 an exceptionally short turning radius.

The drawbar pull of the new 14-28 OilPull is stated to be a revelation to all who have seen it put to the working test. As one tractor expert expressed himself.

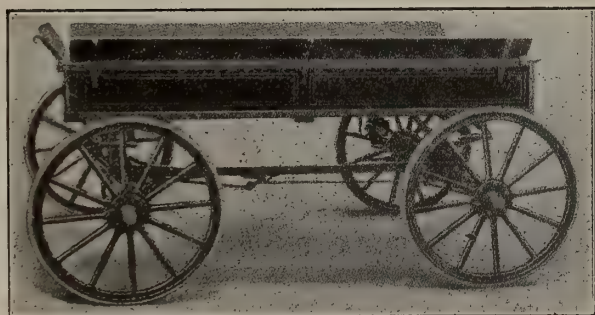
### Economics in Selling Methods

A business expert calculates that out of each dollar that a customer spends with a mail order



The New Rumely 14-28 h.p. Oil-Pull, doing a Good Job.

## SIMPLEX SHORT-TURN TRAILERS



*Save Wear  
and Tear  
on the  
Automobile.*

*Sell in  
Town and  
Territory.*

There is a big demand for Simplex Short-Turn Trailers in any district in the West. The short-turn equipment is a Simplex specialty. Makes the trailer safe and efficient. Both axles are coupled by the reach construction on top, and the short-turn mechanism underneath. The SIMPLEX tracks perfectly. Quick-shift BALL and SOCKET Hitch. Solid or pneumatic tires. Special frictionless bearings. Side and end springs. The most serviceable and durable trailer you can sell. Farmers, Stock Raisers, Dairymen, Merchants, Tradesmen and Liverymen are prospects for them. Ask us for full particulars and agency proposition.

### THE CANADA CARRIAGE CO., LIMITED

156 Princess Street :: Winnipeg, Man.  
Stocks carried at Winnipeg, Saskatoon, Moose Jaw, Calgary, Edmonton



"Ball" and "Socket" Hitch

Five  
Models:

Capacities

from 1000 to 2000 Lbs.

"It's the pullingest tractor I've ever seen." It handles four 14-in. bottoms easily in practically any land fit to be plowed—in some sorts will pull five bottoms.

There is an increasing call for a four-plow tractor that can turn over 10 to 12 acres in the average day under average conditions, and that can furnish enough belt power to operate a small thresher with all modern attachments to its full capacity, or that can run the largest silo filler as fast as the corn can be fed into it. The manufacturers say that the 14-28 OilPull will run a 24x28-inch separator with all attachments.

One man can drive this new OilPull 14-28 and handle a four-bottom plow with no other assistance than the self guide, making the capacity of the tractor from three to four acres per day more than a three-plow machine working under similar conditions.

With the 14-28 size added to line, the Advance-Rumely Thresher Company now offers three sizes of their famous OilPull tractor—a small size, the new 14-28 h.p.; a medium size, 18-35 h.p.; and the large size, 30-60 h.p. Each a proved success and all backed by the Advance-Rumely written guarantee.

How about increasing your vehicle business this year?

house, 20 per cent goes toward the cost of the mail order house and ten per cent for the cost of mail order transportation, a total of 30 per cent.

Out of every dollar spent at the local store, says this authority, 12 per cent is for the wholesaler's cost, two per cent for transportation, and 16 per cent for the retailer, a total of 30 per cent.

By this figuring the cost of doing business is the same in either case, but the mail order house has three distinct disadvantages for the consumer.

Interest is lost on money paid in advance, for where the mail order house may receive more than a million dollars daily, the interest on this money for the time prior to the receipt of the goods is considerable. The customer also has delay in receiving the goods, and in exchanging goods, and cannot examine merchandise previous to receipt of the goods.

The fight between the retail selling of goods by local merchants and the centralization of selling in the hands of a few huge out-of-town corporations is a fundamental one and growing more bitter every day. It is a fight between the country at large and a few big cities. Community co-operation should do much to help.



## The Cost of Getting Business

The cost of doing business is a good deal like the upkeep expense of an automobile — you cannot get away from a certain amount of it as long as you run your machine, and the more you run your machine the more it is going to cost you for upkeep.

A careful dealer can keep the cost of his business down to a certain minimum beyond which his own good sense teaches him that he cannot afford to go. But before you can have any cost of doing business, you must get business, and it is about the cost of getting business that we would like to talk.

The dealer who has a going business is always up against the problem of overhead expense. If the business is small, he has to get more money for his goods than his larger competitors do, or his overhead wipes out his profit; but if he tries to sell at higher prices than his competitors, he loses business instead of gaining it. Since that deadly overhead expense increases with every decrease in the volume of his business, a dealer must get new business or close up.

As soon as this conclusion is reached another problem presents itself. It is true that a dealer must get new business, but it is just as true that he must get that business at a cost that makes it profitable. The question, then, resolves itself into this form—What is the most profitable method of getting new business?

### Methods of Getting Business

There are three methods by which a dealer may increase his business. One of them is by making personal calls on possible new customers; another is by offering inducements for those possible customers to come to him; and the third method is a combination of the other two—a judicious mixture of inducements and personal calls. This, we believe, is the true solution of the problem of keeping the business growing.

Personal calls are expensive. An implement manufacturing concern in the West, whose product was somewhat in the nature of a specialty, and who, therefore, had to keep salesmen of their own actively employed in selling the goods to farmers, found at the end of a year that each call made on a farmer by one of their salesmen cost the company an even \$2. When, in addition to this discovery, they found that a salesman was only selling one out of fifteen farmers that he called on, it became evi-

dent to them that there was a \$30 charge to be added to the selling cost of that particular article if they continued to sell it by that method. To have added that much money to the selling price of the article would have been business suicide, and to continue to sell it at such a ruinous cost would soon have used up their available capital. Evidently the method of selling by personal calls was too expensive for them.

would bring farmers into a store on a special trip are likely to be pretty expensive. This method might easily run a close second to personal calls in the matter of expense, if it were made the only method of getting new business.

The third method—a judicious combination of inducements and personal calls—gives a dealer a rather wide latitude in two ways. He can more easily regulate the expense, and he can so arrange matters as seldom to have more than two or three people in the store at one time. A carefully

spent in this form of advertising has been known to reduce the cost of getting new business from \$20 on the hundred to less than \$1 on the hundred. Furthermore, the constant tendency of getting new business in this way is to fix the dealer's reputation in the estimation of his public as a progressive, accommodating business man, and one who is naturally thought of first when the question of buying anything in his line comes up. The ideal retail business is the one in which the business comes to the dealer,



An Avery Motor Cultivator Operating a Road Drag.

Now it is fair to assume that if it cost \$2 per call for a big, well-organized manufacturing concern to send out salesmen to the farmers, it is going to cost a dealer at least \$1 for each personal call he makes on a farmer. If the dealer's business is such that he can afford to pay that price for the privilege of talking with a possible customer, all well and good, but in our opinion few businesses would stand that strain. Some personal calls are necessary. In fact, it is practically impossible to close a deal without one. But where each personal call costs \$1 or more, it would be the part of wisdom to reduce the number of them to a minimum, rather than to try to do all your business by this method.

### Attracting the Customer

The second method—that of offering inducements to customers to come in and see you—has the disadvantage that generally an inducement that is strong enough to bring in the farmers will bring in a crowd, and the dealer does not get the satisfaction in dealing with a crowd that he does in dealing with one or two people at a time. Furthermore, any inducements that

kept prospect list, with a record in black and white of the amount and kind of work done on each man, is a mighty valuable thing for any dealer to have and will materially reduce the expense of getting business. To this prospect list should occasionally be sent out some piece of literature, illustrated if possible, containing a good talk about one product and bearing the dealer's name in large type. By following this plan, the dealer secures as much, or more, benefit than he would from the same number of personal calls made on his prospect. The cost of reaching each man in this way and having a few minutes talk with him is seldom over five cents, as against the \$2 more or less that the personal call costs.

If there is a newspaper published in the dealer's town or village, it will be economy for him to see to it that his name is shown in the advertising columns of each issue of the paper, announcing the fact that he has for sale some seasonable machine, and each advertisement telling something about some strong feature of that machine. One hundred dollars or more per year

but in this, as in practically everything else, we are still a long way from the ideal. At the present time the man who keeps himself most prominently before his public, and who constantly asserts through the local newspaper his ability and willingness to serve that public is the man who gets new business at the lowest cost, who keeps his business growing, whose overhead is the least, and whose profits at the end of each year make the best showing.

### Association and Price Getting

Wherever it is possible the formation of local dealers' clubs or associations will do more towards simplifying the price-getting problem than any other one thing. This does not necessarily mean price fixing, but the very fact that you learn to know your competitor better will dissipate a lot of preconceived ideas as to his cussedness. In the great majority of cases you will find that your competitor has neither horns nor cloven hoofs. Each will learn that the other really wants a fair profit and will not be afraid to ask one himself.



## Tractor Plowing Demonstration Fifty Years Ago

In these days we are all acquainted with the power plowing outfit, whether it be the light-weight tractor with its two or three-furrow plow or the heavy machine hauling eight or more plows. But as far back as fifty years ago, in Scotland they were plowing by power. Before us is a record from a newspaper then issued which gives a very clear description of the manner in which the plowing was accomplished.

Close to Aberdeen, Scotland,

on April 24, 1872, one of those pioneer tractor demonstrations took place. The outfit shown was manufactured by Messrs. Fowler & Co., Leeds, the well-known British manufacturers of steam tractors, and consisted of two steam engines of 12 h.p. each with a winding drum, 800 yards of steel cable and 10 porters. The plow used was what was known as a Fowler patent balance plow. It had four moldboards on each side and end of a large steel frame. The coulters were fixed

on a level beam, and by altering their position on the beam by an adjustment provided, a wider or narrower furrow could be cut at will.

Both long and short moldboards were supplied, the short one being known at that time as "digging breasts." As the report quaintly observes, "with the digging breasts a tillage could be effected which was equal, if not superior, to spade husbandry."

The first experiment was made on a field of tough sod, "of a somewhat concave nature," so that porters for the cable were

not required. To quote this old-time report:

"At the given signal, a whistle from No. 1 Engine, No. 2 Engine began to wind up the rope to which the plow was attached, and away went the plow, turning over four furrows in good style. The packing was fair and the furrows pretty squarely set up, though some critics, according to one present at the trial, were inclined to think they fell short of the ordinary plow. A neighboring field of stiff red clay was tested with the cultivator—a strong implement with nine tines, mounted on an iron frame, and carried on three wheels. The work of the cultivator was considered excellent. The 'digger,' which was formed by taking the moldboards off the plow and putting on 'digging breasts,' performed some notable work, while the 'drag' was the last implement used. It wrought most effectually and to a great depth. This 'drag' could be changed to a harrow simply by changing the tines."

### Cost of Outfit

Compared with the cost of present-day tractor plowing outfits, the value of this steam tractor equipment in 1872 was fairly expensive. Following are the values of the tractor outfit used:

Two 12 h.p. tractors.	\$5,900
800 yards steel cable.	420
Ten cable porters ..	50
Cost of implements ..	1,430

Total ..... \$7,800

The two engines used from 224 to 280 lbs. of coal per hour. The figures given for the work done are as follows: Plowing, 8 inches deep, per acre, \$2.52; 10 inches deep, per acre, \$3.00. Grubbing, 10 inches deep, \$2.28 per acre; 12 inches deep, \$3.00 per acre. The "grubber" in the United Kingdom is simply a very strong form of low-set cultivator

## Reserve Territory Now

If you want to sell, for the coming year, the most scientific and easiest selling Lightning Conductor on the market—get your territory reserved now before it is taken up by some other dealer.

Since our announcement last month we have received many applications from dealers who want to represent Shinn-Flat.

Shinn-Flat is recognized all over North America as the most scientific system of Lightning Protection ever devised.

It is the system that has been recommended by such authorities as Sir Oliver Lodge, of England, the U.S. Weather Bureau, Dr. Steinmetz, of the General Electric Company, etc.

WRITE FOR TERRITORY AND  
TERMS AT ONCE

# Shinn-Flat

(Formerly Known

Distributed

as National Flat)

from Winnipeg

The W. C. Shinn Manufacturing Co., Chicago, manufacturers of the Shinn-Flat System, has made arrangements with the Cushman Motor Works Ltd., of Winnipeg, to distribute Shinn-Flat to retailers throughout the western provinces.

Applications for agencies will be considered, and contracts made within the next few months for the season of 1918.

The dealer who has the agency for the Shinn-Flat System will find that it is not difficult to get practically all of the Lightning Conductor business in his community, as Shinn-Flat possesses so many advantages over old style cables or rods.

Furthermore, the Shinn-Flat can be sold with less than half the trouble you have ever had selling one of the old style Conductors. Anyone can see that it is a big improvement in cable construction.

**Cushman Motor Works of Canada, Limited**

WHITE AVE. and VINE STREET

WINNIPEG, MAN

**Lightning Can't Strike IF Shinn Gets There First**

## PUMPS

AND

### Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

**The Riesberry Pump Co.**  
(Established 1882)

WRITE FOR DEALERS' PRICES

**North-West Pump Co.**

T. N. WILLIAMSON W. J. MERRELL  
Phone 607

19-6th Street Brandon, Man.



for deep work—duck-foot shovels being generally used.

The procedure of operating the plows is of interest. The engine was stationed on the one side of the field, in which there were six anchor pulleys for guiding the ropes round the corners and headlands. The anchor pulleys, mounted on two wheels, were kept in position by stakes driven into the field, a tension anchor having been placed behind the engine for the purpose of keeping the rope at its proper tension. Windlasses were placed on the headlands, occupying the place of an engine on the double system for one or two engines could be used. They were mounted on wheels, provided with discs and coulter, which cut into the ground, to resist the pull of the opposing engine, having steering apparatus for guiding them to the bounds of the field, and a 5 ft. 6 in. winding drum which was geared by an eccentric movement with pinion fixed to the intermediate shaft and lever handle for throwing the drum out of gear.

A plow then commonly used for steam plowing was a three furrow type, made entirely of wrought iron, the shares being of forged Swedish iron, which claimed the agricultural engineers of the early '70's stood the shock of earth fast stones. In fact, the breakage of a share was a rare occurrence in these days. With one engine about 112 lbs. coal was used an hour, and the furrows turned over averaged from eight to nine inches deep.

In the United Kingdom these steam plows are little used, and in their stead, by the development of tractor engineering we have the compact light weight tractor and plows, the complete outfit selling for a little over \$2,000. Power plowing, however, is by no means so modern as the average implement man thinks, as a scrutiny of these old records shows.

#### Instruct the Separator Buyer

When the dealer sells a cream separator, he should make certain that the purchaser knows how to handle it. When properly handled, a modern separator turned out by a manufacturer of known integrity is certain to give satisfaction; but the finest separator on earth will not give good service if it is neglected or handled improperly. The proper handling of a cream separator commences before the machine is set up, by placing it upon a foundation where it will have a chance to run evenly. The base should be rigid. It is not a good

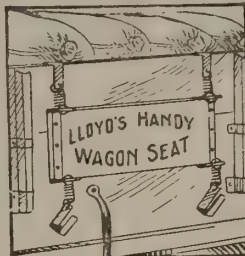
policy to set a cream separator on a board floor; if a board floor must be used it should be made of heavy material so it will not continually jar and give back and forth when the machine is in operation. If the base wobbles the loss of butter fat results.

The attention of the customer should be called to the high rate of speed at which the separator operates. Explain to him that if he expects efficient service from the machine for a long period of time he must see that the parts are properly assembled before the machine is operated, and that the high speed of the separator makes proper lubrication a necessity. The use of high grade oil is essential; for poor grade oil will make the machine hard to operate, and will also cut the bearings and eventually ruin the separator.

After a new separator is set up, make certain that all oil openings are unobstructed. Tell the customer all about the machine.

## LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS—A BIG SELLING LINE

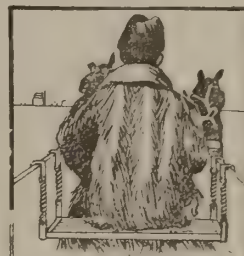
THEY FIT ANY WAGON OR SLEIGH BOX MADE



The Wagon Loaded

#### DEALERS:

Get a stock on hand and see every one sold sell another. Order your wagons less seats and supply the Lloyds. Take up no box space. Carry 600 lbs. Strong, low set and give an easy riding motion. Full stock on hand. Write for dealers' prices at once. You can make money with this specialty.



Going Home

MANUFACTURED AND GUARANTEED BY THE

**WAWANESA WAGON SEAT COMPANY**  
WAWANESA, MANITOBA.

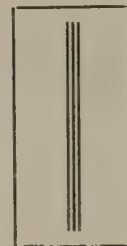
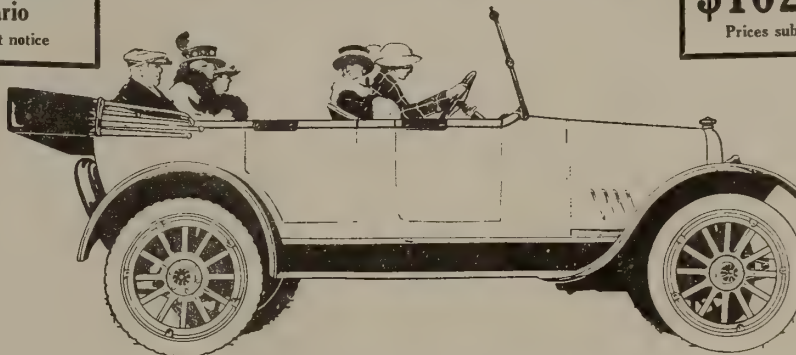
## BRISCOE \$1025 FULLY EQUIPPED

THE CAR WITH THE POWER HALF MILLION DOLLAR MOTOR

2-Passenger Roadster  
**\$1025** F.O.B. Brockville,  
Ontario  
Prices subject to change without notice

Offers Maximum Value

5-Passenger Touring  
**\$1025** F.O.B. Brockville  
Ontario  
Prices subject to change without notice



#### Special Briscoe Features

*The longest stroke small motor*  
*The highest powered small car on the market*

*The smallest quantity of gasoline per mile of any car*  
*The most economical car made on tires*

**WITH** the BRISCOE the dealer offers everything demanded in a quality car that appeals to sensible motorists who desire a thrifty, dependable, powerful and comfortable automobile. The famous "Half Million Dollar Motor" affords abundant power and gets more out of every gallon than any other car at anywhere near the price. Regular equipment is unusually complete. The Briscoe is a quality car, and the dealer who presents it in any territory has a broad market. Send for full specifications and particulars of our profitable offer for 1918 sales.

The Briscoe Dealer displays a Car that appeals to the Greatest Number of Prospective Buyers

Distributors for Manitoba:  
**ELGIN MOTOR CAR SALES CO.**  
417 Portage Ave., Winnipeg

**GET OUR LIBERAL AGENCY PROPOSITION**

Distributors for British Columbia:  
**INTERNATIONAL MOTORS Ltd.**  
1112 Seymour St., Vancouver

Distributors for Saskatchewan:  
**AUTO SERVICE CO., LIMITED**  
Regina and Saskatoon

Distributors for Alberta:  
**The JAS. F. STONE MOTOR CO.**  
309 17th Ave. W., Calgary

**The Canadian Briscoe Motor Company, Limited**  
BROCKVILLE - - ONTARIO



# SHARPLES

OUR Quantity Bonus has enabled many of our dealers to earn over \$1200 each this year in bonuses *over and above the liberal contract discount*. Scores of the Sharples dealers received over \$500 each in bonuses, and hundreds from \$50 up. Our Bonus Checks for last year amounted to more than \$50,000. This year (1917) we will pay out nearly

\$100,000 in Bonuses

The secret of this, our dealer's success (apart from their natural sales ability) lies in the *superiority and supreme saleability* of the Sharples Suction-feed Separator and the Sharples Milker.

Sharples offers something *different*, a difference fully protected by basic patents. Anyone can build and offer for sale fixed-feed, disc-type separators, even the mail-order houses. But the Suction-feed principle is an extra saving feature no other manufacturer can offer—you have no cheap competition of the all-alike disc variety. In approaching a customer you have a real good reason for suggesting a trade-in on a new machine, as the Suction-feed will show a saving over any fixed feed machine, a saving that will pay for a Sharples Suction-feed inside of a year.

Again, any one can build a milker that simply draws the milk. But only Sharples can build a milker that by the use of compressed air gives the indispensable "Upward Squeeze" which massages the teats after every suck.

**The Sharples Separator Company**

Toronto, Ont.                      Regina, Sask.

The Mitchell & McGregor Hdw. Co., Brandon, Man.

Distributors for Manitoba

# BONUS

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 52 \$ 155.22

Pay to the order of R. C. Mosher  
One hundred fifty-five dollars twenty-two cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 37 \$ 116.26

Pay to the order of Metcalf & Smith  
One hundred sixteen dollars twenty-six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 36 \$ 68.25

Pay to the order of Toole & G.  
Seventy-eight dollars seven cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 35 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 34 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 33 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 32 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 31 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 30 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 29 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 28 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 27 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 26 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 25 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 24 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 23 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 22 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 21 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 20 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 19 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 18 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 17 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 16 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 15 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 14 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 13 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 12 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 11 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 10 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 9 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 8 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa. Oct. 1 1917 No. 7 \$ 62.65

Pay to the order of Farmers & Mechanics Trust Company.  
Seventy-two dollars six cents

*Wm. J. Kurtz*

**THE SHARPLES SEPARATOR CO.**  
West Chester, Pa.



# SHARPLES

**A**NOTHER reason for this remarkable volume of sales is Sharples national advertising, which week after week and year after year is persistently telling dairymen in *your* community why the use of a Sharples Separator or Milker is the truest economy, and why they will get a better margin of dairy profit by doing their dairying the Sharples way.

Sharples Separators and Sharples Milkers, like all other good articles, are sold on *quality* and *service*—not primarily on price. Hence the Sharples agency attracts the big-calibre dealers who are real *salesmen*. They have the vision to see the remarkable possibilities of Sharples machines, where quality and service spell a *large* volume of *satisfactory* sales.

We want dealers who are such salesmen—men who will become big, enthusiastic, successful Sharples specialists, who can handle large, exclusive territory. And to get them (or to develop them if they have the ability), we offer a *better* contract and a *better* bonus proposition. This frankly favors the big, hustling, prosperous dealer, and encourages the smaller, ambitious dealer to grow big.

If you are tired of small separator sales, due to antiquated construction (such as discs, blades and other contraptions, and carrying with it the loss of precious cream because of slow turning)—if you, too, want to get a Bonus Check, in addition to liberal commission and extra cash discounts, then *tell us you want to see a Sharples Contract—NOW!*

**The Sharples Separator Company**  
 Toronto, Ont. Regina, Sask.  
 The Mitchell & McGregor Hdw. Co., Brandon, Man.  
 Distributors for Manitoba

# CHECKS



### N.I.V.A. May Hold Tractor Demonstration in Canadian West

A largely attended meeting of the Tractor and Thresher Department of the National Implement and Vehicle Association recently considered plans for tractor demonstrations in 1918. Over 50 tractor manufacturing concerns now are members of this association. The major demonstration will be held near Cleveland, O. At this demonstration all tractors will be thoroughly tested by impartial experts and the results of the tests will be made public. The Cleveland Chamber of Commerce has promised 5,000 acres.

In addition, seven other demonstrations will be held. One of these will be held in Southern California, one in Northern California, while there will be three general demonstrations at points to be selected in the central and middle western states. Another demonstration will, it is stated, be held in Ontario and also one in the Canadian West at some point to be decided upon.

E. J. Gittens, of the J. I. Case T.M. Co., Racine, Wis., who is chairman of the 1918 Tractor Demonstration Committee, informs us that so far no definite statement can be given as to the Western Canadian demonstration. A meeting to decide the exact location of the seven minor demonstrations will take place in the spring, at which a decision will be made regarding a West Canadian demonstration.

J. B. Bartholomew, of the Avery Co., Peoria, Ill., who is president of the Tractor and Thresher Department of the N.I.V.A., states that to make a demonstration a success a locality must be chosen where ground is easily obtainable and where local business interests and all publications will boost the demonstration. We have no doubt that when the committee choose the point for a Western Canada demonstration all men connected with the tractor industry in the Canadian West will work to the end that it may be a great success and a step toward greater tractor business.

### An After-the-War Problem

The demand for scrap metal for use in the production of munitions has brought out of various branches of industry considerable machinery that up to the beginning of the war had been much used and has now become practically obsolete. The high prices of scrap metal of all kinds are a strong inducement to the owners



**CANADIAN FARM IMPLEMENTS**

THE OFFICIAL ORGAN OF THE  
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION  
AND  
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

---

A MONTHLY NEWSPAPER  
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF  
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

---

Established in 1904 and Published Monthly by  
**Canadian Farm Implements, Limited**  
F. D. BLAKELY, Manager      A. A. THOMSON, Editor  
811-12 CONFEDERATION LIFE BLDG.      Telephone Main 518      WINNIPEG, CANADA

#### SUBSCRIPTIONS

\$1.00 per year in Canada: Foreign \$1.25 per year

Single Copies, Ten Cents

#### ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

#### CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association  
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JANUARY, 1918

of such plants to sell everything that can be spared and then take steps toward re-equipping their works as soon as possible. There are two main causes of this clearing-out process:

1. Most of the industries that were diverted to war purposes found a proportion—in some cases a large proportion—of their machinery unsuitable, and it had to be thrust aside. If it was old or badly worn it can not profitably be installed again and may as well go to the scrap heap.

2. Capital invested in industries seriously affected by war conditions has been gradually withdrawn, the owners turning their attention to more promising fields.

Vehicle and furniture factories, builders' plants and a variety of productive works, and also constructional machinery in public and private hands, have long been almost idle, and some of the unused machinery is worth only the weight of the metal. Then, too, a harvest of metal is being reaped on farms where the advent of the motor tractor has thrown into disuse old types of plows and other implements.

Not the least of the difficulties of industrial reconstruction on a normal basis after the war will be the problem of unsuitable machinery, no inconsiderable proportion of which will probably find its way to dealers in scrap metals. Manufacturers of machinery will

require time to construct new equipments, in whole or in part, and therefore to the owners of plants now devoted exclusively to war work the question of industrial preparedness—of readiness to take up old or new lines of production immediately on the cessation of hostilities—is an urgent one.

### Material Situation Affects Tractor Trade

Although tractor manufacturers have been given a favorable position on the priority list by the U.S. government, at the same time tractor manufacturers are going to have no easy time in getting raw stock.

There is a possibility of trouble in freight shipments next spring, especially in local freight shipments, and tractor dealers should anticipate the possibility of not being able to deliver the tractor even if they have sold it.

Some authorities have suggested that the really wise tractor dealer might find it a far-sighted, common-sense policy this year to stock tractors. He may secure whatever additional financial aid necessary to buy tractors in quantities to at least conservatively cover his estimated sales for the coming year. Then he can actually place his orders for these tractors right now, and make arrangements to carry them in stock in his own territory.

### Those Railways

Living in the Canadian West is now high enough in cost, but should a horizontal increase in the railway rates become effective, we will find that every dollar will buy less. Despite all the reams of evidence submitted showing the greatly increased operating costs of railroads, the advance in cost of rolling stock, and so on, one cannot but note the fact that in one month, November, the leading railroad of Canada had a clear profit above all expenses, of the respectable sum of five million dollars. This does not indicate that this road, at least, is operating at a great loss, and it handles 60 per cent of the traffic.

Let this advance in rates become effective, it will mean, in our opinion, the taking over by the government of all the railway lines in Canada for the period of the war and the reconstruction period to follow. Further a complete nationalization of all Canadian roads may follow. The point is this: If we as a nation are to be forced to pay an additional forty million dollars a year in carrying charges to the roads of this country, it is up to us to make certain, by every possible means, that private individuals, already in receipt of satisfactory dividends shall not profit from our pockets. If we are to have war taxation let us see that it goes into public treasury and not private pockets which already may be sufficiently full, unlike the pocket of the average householder.

### The Dairy Equipment Business

The dealer seldom looks at the dairy equipment as a whole. He considers the sale of the individual unit, usually of the cream separator. But beyond the latter are milking machines, churns, barn equipment, fence, etc. You cannot judge any item by the profit made in a single sale. The majority of dealers handle a cream separator, and no farm machine gives more profit per dollar of investment than a good cream separator. In a few years separator sales have run into the millions—and it is not to be wondered at. In nine months last year, for instance, cream separators and parts to the value of \$429,000 were imported into Canada.

The dealers' profits on cream separators have always been good except in scattered areas where price cutting and not real salesmanship was used as a means of building business. Still, the



initial profit on a cream separator is only a small item compared with the profit that follows the introduction of a full line of dairy equipment.

The dairyman who begins to separate milk from ten or twelve cows twice a day, is a natural prospect for a gasoline engine and possibly a churn. He also wants a pumping engine, for stock require plenty good fresh water. With the installation of an engine the dealer can supply the necessary pump jack, line shafting, belting, and so on. With a line shaft, the way to a milking machine, feed grinder and washing machine for the lady of the house lies open. As a matter of fact, the cream separator is only an item, but the cumulative value of a line of dairy equipment can be made a great factor in the year's business of the dealer located in territory where a demand exists for such machinery.

### What is a Profit?

The answers to that query are many. They may range all the way from "a profit is the difference between buying price and selling price" to "a profit is something the implement dealer never sees." But one dealer in our experience has clearly stated what constitutes a profit, and his definition is worth repeating. He said "a profit is the cash left from a sale when all the expenses of making that sale are deducted from the selling price."

What are the expenses of making a sale? Let us see if we can think of all of them. First, a building must be provided in which to carry on the business. That means rent or investment, either one a charge against each sale. A building means taxes, improvements, repairs, a sinking fund, light, heat and a charge for depreciation. Again before you can sell goods you must buy them. That brings on another string of charges—the invoiced cost, transportation charges, cost of advertising, canvassing, setting up and testing machines, losses on bad accounts, losses on unsold machines carried over, clerk hire and other labor costs, and a salary for yourself. Taken all together, this assortment makes a very whirlwind of charges, which, even under the most favorable conditions and with the most efficient management, rarely amounts to less than 17 per cent of the selling price and from that on up.

According to our way of thinking a dealer earns his money, and the right to continue in business by doing two things:

1. Closing sales.

2. Taking care of his customers.

For these he is entitled to a regular income, which should be charged against the business just like any other item of expense. But above and beyond all these items of cost, depreciation, salary and expense, there should still be a remainder—and a good one—on the right side of the ledger when all bills are paid. That is a profit.

If conditions are normal, and your business does not show a net profit, amounting at least to 5 per cent of your turnover, something is wrong. Get busy at once, hunt out the leaks and stop them up.

A high selling cost robs many a good dealer of his hard-earned profit. Finding prospects, canvassing, wasting time on non-buyers, delivering machines to farmers who do not thoroughly understand their operation, making repairs caused by careless selling, all these are points to be carefully considered.

Let newspaper advertising and circular mailing help you find your prospects. They will cut out fully half of your non-productive canvassing. Be sure the farmer understands the machine you sell him before you leave him to run it entirely by himself. A little more time spent with the man who has bought from you will often pay large dividends in goodwill, and recommendations of your goods to other farmers.

Whatever you do, don't neglect advertising. That is the sun and rain which brings up the prospects, and makes the field of business blossom and bear harvest.

When farmers know what you sell, and like your business methods, they will usually give you a chance at a deal. Unless they know what you sell, and have a chance to find out whether they like you or not, they are more than likely to buy somewhere else without consulting you, which does not give you a profit.

### The Automobile Trade

During the past few weeks a great many of the most popular types of automobiles have been advanced in price. This is directly attributed to the great increase in the cost of materials, also to increased factory expense in the production field. From the standpoint of economy it is wise for those who intend to purchase cars to do so right away, as further advances seem probable. Dealers should emphasize this to their

prospects, while as regards delivery the freight situation is far from satisfactory. Strange to say most of the automobile factories have more raw material on hand than they have ever had in their history, and their stock sheets show a big inventory of raw material, and very little surplus cash on hand, whereas it used to be a low inventory and large surplus of cash. A greater shortage of cars exist to-day than has ever been the case previously. This condition is largely brought about owing to the United States government requisitioning 50,000 cars per month for war purposes. This has left a great shortage of automobile cars and ordinary flat cars are being used.

There seems to be a mutual agreement among the automobile manufacturers that they will cut down their production of passenger cars by about 40 per cent in the interests of the country's prosecution of the war. But the greatest difficulty in getting cars will be the freight car shortage.

### Repair Service Important

So much now depends on the intelligent use of all available farm operating equipment that the dealers' repair service, always of prime importance, is more essential than ever before. Therefore, it deserves extra and special attention at the hands of dealers. One of the most important things to be considered is that the same conditions which are hampering operations in the machine trade will have a similar effect on the repair business. Many repairs are made of malleable iron and the shortage of malleables has never been so pronounced as it is to-day. Cold rolled steel is hard to procure and numerous repair parts are made of that material. There is just as much to be said in favor of early repair orders and shipments as there is in favor of early machine orders.

Some dealers make it a rule to put forth a special effort to ascertain the repair requirements of their customers long in advance of the using season. The universal adoption of this plan is urgently recommended. The argument is that if a certain week were selected and advertised as "Repair Week" by dealers generally, leaving nothing undone to warn farmers of the importance of placing their repair orders during that week if not before, a larger portion of the repair requirements for spring would be made known to the dealers long enough ahead of the working season to insure prompt service to most farmers.

### Personal

Mr. McKay, of the John Deere Plow Co., Regina, was a recent visitor to Winnipeg.

Eli Dalquist, an automobile dealer at Forget, has sold out to Bennett & Littlejohn.

A. Y. Bayne, president of the Algoma Steel Co. of Canada, died recently at Winnipeg.

P. Major, a machine and automobile dealer at Marcelin, has sold out to A. Morin.

Irving & McKillop, auto dealers at Calgary, have sold out to the McTavish Motor Co.

W. Monteith, a machine and automobile dealer at Wilcox, has sold out to J. D. Buetcher.

Guy Kaitting has taken the agency for McLaughlin automobile in the town of Travers.

On December 11th a permanent liquidator was appointed for the Pioneer Tractor Co., Calgary.

C. F. Thacker, an automobile dealer at Barons, has sold out his business at that western point.

It is reported that T. G. Oddie, harness merchant, Deloraine, is to discontinue business in that town.

A. Souki has bought out the automobile business at Spy Hill, formerly carried on by Robert Selkirk.

The firm of Allard & Palmer, dealers at Bassano, has been broken up, the partnership being dissolved.

T. Rondeau is now sole proprietor of the Somerset Garage and Machine Co. in the village of Somerset.

Peters & Friesen have bought out the implement business at Wymark, formerly carried on by A. W. Rempel.

A. J. J. Fleming has sold out his garage and implement business at Delia. Name of purchaser is not yet announced.

W. A. Robinson, western representative of the Empire Cream Separator Co., was a recent business visitor to Winnipeg.

The Acme Tire & Repair Co., Weyburn, dealers in automobiles and accessories, is now carried on by N. V. Jackson & Henry Hoxsey.

The Happy Farmer Co., Winnipeg, distributors of tractors and power farming implements, has been registered under Saskatchewan laws.

The firm of Line, Hansen & Kimball, auto accessory dealers at Moose Jaw, has had a change in name. Line & Kimball now carry on the business.

P. M. Ames, manager of Manitoba Engines, Ltd. Brandon, was



a recent business visitor to Winnipeg. He reports his plant busy on farm equipment lines.

O. E. Chapman, of the Maytag Co., Winnipeg, recently spent a few days at Regina on business connected with his company.

D. B. Macleod, the genial sales manager of the John Deere Plow Co., Ltd., Winnipeg, during the holidays spent a few days with his brother near Brandon.

Kalmacoff & Podovinehoff, implement and lumber dealers at Veregin, have sold out their lumber business and will concentrate on their implement lines.

J. Redden, Winnipeg manager for the J. I. Case T. M. Co., in the opening week of the year will spend some time at the factories and head office of his company at Racine, Wis.

Jas. Rosnau, an implement dealer at Bruderheim, has sold out his business to Emil Boettcher. In the same town Hatelt & Bosenius have commenced an automobile business.

We regret to report the death of J. C. Ross, an implement dealer at Strathclair. Mr. Ross was a popular figure in the community and will be missed by a wide circle of friends.

James Boden has bought out the business at Didsbury formerly carried on by McClain & Wrigglesworth. He will handle the Massey-Harris line, also coal, wood, gasoline and oils.

H. Steel, general manager of the Mont Forest Carriage Co., Mont Forest, Ont., recently returned east after a few days in Winnipeg seeing to business connected with his company.

J. J. Roney, manager at Regina, for the Minneapolis Threshing Machine Co., spent a few days in Winnipeg recently, en route to the home office and factories of his company at Hopkins, Minn.

A change is announced in the firm of Carrick & Birkenshaw, the well-known lumber and implement concern at Rapid City. In future the concern will be carried on by Lockhart & Birkenshaw.

D. N. Jamieson, manager of the R. A. Lister Co., Winnipeg, has just returned from a two week's visit to Toronto and other Eastern points. Mr. Jamieson spent some time at the Toronto headquarters of his company.

During the second week in December, E. J. Sougstad, of the International Harvester Co., came

to Canada to instruct the instructors at the various tractor schools held annually by the harvester organization throughout the Dominion.

J. D. Adshead, manager of the J. D. Adshead Co., Winnipeg, distributors of Happy Farmer tractors, recently spent a week at the Happy Farmer plant at La Crosse, Wis. Mr. Adshead reports the plant as very busy turning out tractors to meet the 1918 demand.

A. E. Donovan, Winnipeg, manager of the Cushman Motor Works of Canada, accompanied by Mrs. Donovan, during the Christmas holidays, paid a visit to several cities in the United States, and also spent a few days at the Cushman head office and factories at Lincoln, Neb.

W. Umbach, Western Manager of the Waterloo Manufacturing Co., with headquarters at Portage la Prairie, is at present on a visit to the factories of the Rock Island Plow Co., Rock Island, Ill. Mr. Umbach will go east to the Waterloo factories at Waterloo, Ont., before he returns to the West.

During the first week in January, J. W. Ackland, president and general manager of Messrs. D. Ackland & Son, left Winnipeg for a holiday in Southern California. We trust that Mr. Ackland may have a good vacation and return to his desk fully recuperated and ready for a big season in 1918.

We recently had a visit from E. Elwood, the popular manager of the New Home Machinery Co., Saskatoon. Mr. Elwood spent a day or two in Winnipeg. At the first of the year he will spend a few weeks in the United States investigating various lines with a view to securing the distribution of same.

F. N. Macdonald, western manager of the Canada Carriage Co., Winnipeg, recently returned from a business trip to Eastern Canada, where he visited the head office and factories of the organization at Brockville, Ont. Mr. Macdonald reports the factories as busy on their well-known vehicle lines.

H. W. Hutchinson, Winnipeg, the well-known machine man, recently returned from Hamilton, Ont., where he attended the annual meeting of the Sawyer-Massey Co., of which organization he is a director. While east Mr. Hutchinson visited several of the leading farm machinery and vehicle concerns.

G. F. Cairncross, Lethbridge, formerly of Cardston, has been appointed a Southern Alberta distributor for Briscoe automobiles, manufactured by the Canadian Briscoe Motor Co., Brock-

ville, Ont. Mr. Cairncross is well known in Southern Alberta, his father having been in the implement business in Cardston for several years.

A. F. Knoblock has been appointed works manager of the Cleveland Tractor Co., Ohio, which are now being distributed in Western Canada. Mr. Knoblock was one of the pioneers in the automobile field, having been one of the founders of the Northway Motors Co. some sixteen years ago. He was recently vice-president and general manager of the Cole Motor Co. at Indianapolis.

Stanley Maw, of the Joseph Maw Co., Winnipeg, distributors of automobiles, recently returned from a trip to the Reo factory at Lansing, Mich., the Gray-Dort factory at Chatham, and automobile factories at Detroit. While at Lansing he attended the annual convention of Reo dealers, at which men were present from all over the continent. Mr. Maw advises dealers to place their orders early, as freight congestion will mean slow shipments.

#### Canada's Field Crop Value

The Dominion Department of Agriculture estimate the value of Canada's field crops in 1917 as \$1,089,687,000, as compared with \$886,494,900 in 1916. This is the first time the value of our crops has reached the billion dollar mark. The estimates for the production are as follows:

Wheat, \$451,874,000; oats, \$236,142,000; hay, clover, alfalfa, \$145,361,600; potatoes, \$81,355,000; other grains, \$134,006,700; roots and fodder, \$40,974,700.

#### A New Use for Old Autos

There are all over the country thousands of old automobiles that are perfectly fit to be transferred into road tractors to draw the heavy wagons now being drawn by horses. These horses can be put to work on the farms, says "Farm Machinery." Light runabouts can easily handle a ton, about one-third resting over the rear axle and the other two-thirds being drawn behind in the trailer. The heavier cars could be converted into road tractors to draw three or four tons.

Any blacksmith or machine shop can, in a few hours, change the automobile and wagon into a tractor semi-trailer. It is only necessary to remove the tonneau part of the body from the auto and the front axle, wheels and springs of the wagon and then join the two together by a rocking fifth wheel.

## Farmers Demand

tillage tools that will make perfect seed beds—make them quickly and without wasting time or horse power. They have rolled up their sleeves to increase production and will listen if you can show them a tool that will do it. The leading State Experiment Stations use and endorse

### "ACME" Pulverizing Harrow

In a single operation, it crushes clods, fills the air spaces, firms the soil beneath and leaves a loose mulch at the surface. And, it doesn't pull up sod or trash. Succeeds on every type of soil—there's a style for every tillage purpose. Sizes 1 to 4-horse.

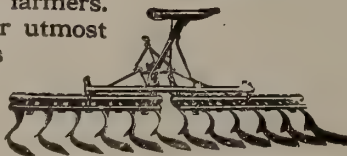
We back our dealers by a national advertising campaign reaching more than 4,000,000 farmers. We follow up every inquiry and do our utmost to help you close the sale. Our dealer's proposition will interest you.

Write for it today.

**Duane H. Nash Inc.**

107 Elm Street

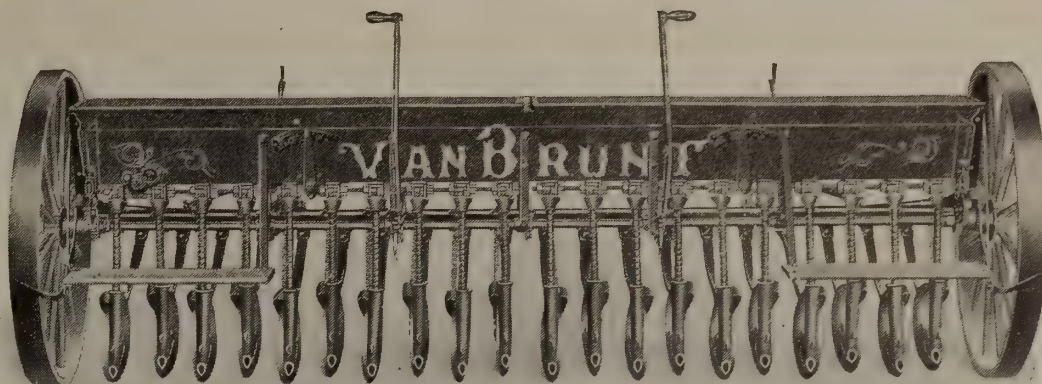
Millington, N. J.



"The Coulters Do the Work"



With  
Van Brunt  
Drills  
You Increase  
Your Sales



Force Feed,  
Light Draft,  
Gear Driven,  
Full Length  
Axles  
The Latest

THE VAN BRUNT 20-DISC DRILL

*Will Seed Any Soil That Can Be Seeded—No Clogging*

More bushels to the acre means more business to the agent. Helping your customers increase their profits helps your trade.

You know the "Van Brunt" is the only dependable drill, so protect your customers by stocking the "Van Brunt."

### BEWARE OF IMITATIONS

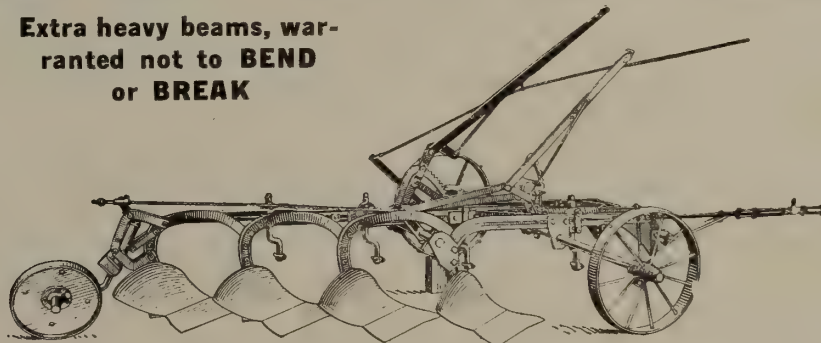
The genuine Van Brunt, as sold by us, is famous for light draft owing to:

- 1st. Superior design, insuring less weight and greater strength
- 2nd. No sagging of grain box, with consequent binding on driving bearings
- 3rd. The bearings never run hot or dry. They revolve in oil continually
- 4th. The Van Brunt Drill is driven from each end, insuring smooth operation

*IT NEVER CHOKES*

## John Deere Plows for Light Tractors

Extra heavy beams, warranted not to **BEND** or **BREAK**



MOLDBOARD VIEW OF THE No. 6, 3 OR 4 BOTTOM PLOW

Beams are locked to axle; a unit when plowing. The plow is well balanced under all conditions  
Great clearance in throat of beam  
Lifting device is simple, sure and durable; power lift operates from land wheel  
Solid rear wheel

*EQUIPPED WITH JOHN DEERE  
QUICK DETACHABLE SHARES*



**John Deere  
Model "B" Disc  
Harrow**

Using a disc harrow before plowing pulverizes surface lumps, works trash into the seed bed and prevents the escape of moisture. Then when the furrow slice is turned, the trash decays rapidly and no large air spaces are left between bottom of furrow and the turned furrow slice. Water in the sub-soil can make its way into the seed bed and plant roots can penetrate to deeper soils.

Discing after plowing removes the weeds, and makes the seed bed compact, but not hard. The discs break up lumps of soil.

Independent gangs. All tendency of gangs to crowd to one side is easily overcome by giving them the proper relative angle.

Flexible—only that part of the Model "B" harrow passing over an obstruction is lifted out of the ground. Rear section can be furnished to make a double action harrow.



# JOHN DEERE PLOW CO., LIMITED

WINNIPEG

REGINA

CALGARY

SASKATOON

EDMONTON

LETHBRIDGE



### The Implement Behind the Implement of War in Italy

Food is playing a much larger part in the present world war than in any previous war. This is probably due to the fact that more men are in the field under arms and more countries are engaged in combat than in any previous time. Europe is calling to feed the defenders of liberty and democracy.

But they are also doing everything in their own power, too, to meet this great food problem. Since all of the young and able-bodied men are at the front it leaves the farm without much help. They have solved their labor shortage exactly as the wise farmer of America is doing it to-day—namely by the use of tractors.

But Europe at the present is in no condition to manufacture these very necessary farm tractors, the implements behind the implements of war. So again they are falling back upon the wonderful resources of America and are now using hundreds of farm tractors built in the United States.

The picture on this page shows a fleet of Case 10-20 h.p. tractors pulling three-bottom plows in



A Battery of Case 10-20 H.P. Tractors at Work on the Plains of Italy

Italy. Since the introduction of these tractors, which, by the way, are all purchased by the Italian government, the Italians are learning that they now can plow more, better and deeper. They have learned that by power plowing they can raise larger and better crops. The wonderful amount of labor and time that they can save by the use of the tractor is enabling them to cultivate greater acreage, on which to produce food for their fighting men at the front.

The tractors illustrated here are proving in Italy, as in America, the soil tilling capacity of a practical one-man rig. Everything is so designed that the operator can conveniently manage both the tractor and the plow. The Italian government is most enthusiastic over the work of the American tractor and it is only an indication of the popularity of American-made products in foreign lands that will invade the foreign markets after the war.

### The Cost of Producing Crops

The records of our Western Experimental Farms afford some valuable data as regards the cost of producing the various crops. Take, for instance, the cost of producing wheat on summer fallow. The records kept consider such items of cost as:

Rent of land, plowing, packing, cultivating, harvesting, seeding, packing after seeding, binding, stooking, threshing, use of machinery, seed and twine. In one case, from  $3\frac{1}{2}$  acres, 120 bushels were produced, 34 bus. 17 lbs. per acre, at a cost per acre of \$14.33. The cost of production per bushel was 42 cents. Plowing, cultivating, threshing and seed were the highest items in the total cost for the  $3\frac{1}{2}$  acres, which was \$50.14.

For wheat following alfalfa, the cost of production per acre was \$17.68; for wheat following wheat, per acre, \$11.81. For oats after flax, \$10.11 per acre, and for oats after corn, \$10.04 per acre.

Barley after corn cost \$9.15 per acre to produce; barley after wheat, \$11.79 per acre. Flax on sod, \$15.23. Ensilage corn, \$14.20 per acre, or \$3.13 per ton.

Whether or not your business is profitable depends upon your knowledge of what it costs you to do business and the amount of stiffening in your backbone.

## TO OUR IMPLEMENT FRIENDS

WITH the advent of a new year we take this opportunity of tendering you our wish for success and prosperity during 1918.

We also take pleasure in introducing to the trade our new line of *Weston* **Guaranteed Sets for Wagon or Implement use.**

The *Weston* Brand covers a wide line of Painted or Varnished Woods, of quality which we guarantee, and at a price which enables you to meet the competition of ordinary lines now being marketed.

We bespeak for the new brand your friendly consideration, and assure you that we will use every effort, through quality, price and advertising, to make it a live line, favourably known to the user, and a profit builder in your business.

Sincerely yours,

**D. Ackland & Son, Limited**

Calgary  
Edmonton



65-68 Higgins Ave.  
Winnipeg

The  
Best  
Place

The  
Best  
Goods

PHONE  
GARRY  
1600

OUR  
ENGRAVINGS  
SPEAK  
FOR  
THEM-  
SELVES

**STOVEL CO. LTD.**  
WINNIPEG MAN.



### Tractor Demonstrations Benefit Industry

Now there is no greater influence that can be brought to bear on standardization than tractor demonstrations. The engineer who visits one of these demonstrations has a chance to see his designs compared with those of other makes. The engine, the transmission, the frame, and general outline of the machine can be seen complete. Unless he is very narrow-minded, he will recognize some of the good qualities of the other fellow's work. This has the effect of either strengthening his opinion of his own design, if found correct, or of changing his plan so as to conform with the idea as shown by his competitor. It is through this means that the tractor demonstration acts to help standardize parts.

Standardization consists of eliminating the needless designs and construction, and adopting the most useful and best tried out design. It should not do this in an arbitrary manner, but it should select the parts by the process of "Survival of the fittest."

From the engineer's viewpoint there is so much benefit derived from these demonstrations that there ought not to be any other answer than that they should be continued. The automobile shows have been the greatest educational means of working out the best designs that could possibly have been instituted. The engineers go to these shows and not only obtain new ideas, but they broaden the field of their own individual ability. The verdict of the buyer and of the general public is freely expressed at gatherings of this kind and it is this verdict upon which the work of the engineer depends. The engineer who recognizes and takes into account this verdict will always be the engineer of the most successful machine on the market.

These demonstrations are a gathering of machines whose characteristic designs lend themselves to careful study. It is the same in this line of business as in any other line, the best and most useful machine for the purpose will surely win out in the end.

### Tractor Demand and Supply

Last year 35,000 tractors were manufactured, and it was hoped this year to manufacture 70,000. With shortage of labor and material, however, the output will, we believe, be under 45,000 machines. In North America there exists a potential market for one million tractors, which would require an annual output of at least two hundred thousand machines, so it is

evident that the tractor output is still physically inadequate—considered from the total number of farms on this continent situated in sections where tractors have proven most profitable.

In even the best power farming areas tractors in present use are only averaging 48 days per year service, which is only one-third of their capacity. Modern equipment which will increase production and reduce costs is vitally needed. There are many tractors today that will meet certain specific conditions and be a profitable investment to their purchasers. We must find out what those specific conditions are.

An analysis of the present plant and equipment of the tractor industry could be made. The potential needs for additional equipment could be ascertained,

and we could determine how many of each of the various kinds of tractors would be required in a given time to develop our agricultural resources adequately. The tractor industry could then find ways and means of producing

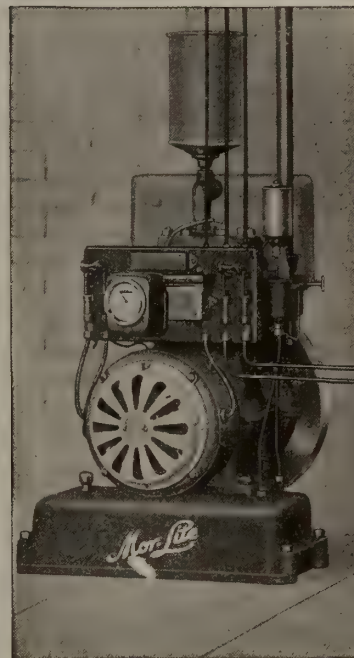
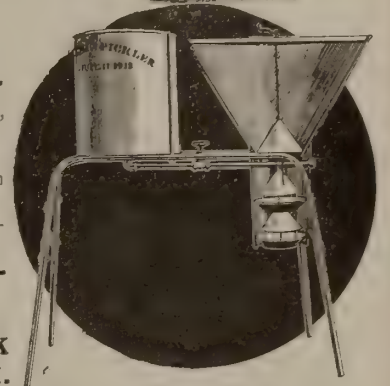
these machines, for the majority of the tractor plants on this continent are now working to capacity and selling more tractors than they can make. An investigation of tractor production is necessary to meet the demand that exists.

### DEALERS—HANDLE THE "FOX"

The Most Efficient, Best Constructed, Automatic One-Man Grain Pickler on the Market

Construction—26-gauge galvanized iron, with steel frame; no wood used.  
Capacity—125 bushels per hour.  
Efficiency—Thoroughly sprinkles and then turns the grain over four times.  
Strongest Pickler ever sold. Last a lifetime and gives constant satisfaction.

For further particulars write to  
**W. J. BELL, 101 Simpkins Block**  
REGINA SASK.



## SELL YOUR CUSTOMERS ELECTRICITY

As a Profitable Proposition FAIRBANKS-MORSE Lighting Plants Lead Everywhere

# MOR-LITE

(40-Lamp Plant)  
For Every Farm  
or Rural Home

### SELF-STARTING—SELF-STOPPING—SIMPLE

Farmers and country home owners everywhere have reached the stage where they practically demand simple, safe, efficient and easily operated electric lighting plants. Every farmer needs electric power and the vast majority can afford to own a Mor-Lite plant. These semi-automatic outfits are the ideal system for the home and barn. They are an investment that no up-to-date farmer can afford to be without. The dealer who realizes the big selling field for lighting plants, and who wants an outfit that is trouble-proof and satisfactory from every standpoint, should investigate the Mor-Lite at once.

### A BIG MONEY-MAKING FIELD FOR YOU

The Mor-Lite is a storage battery, semi-automatic outfit. Gives sufficient power to meet the requirements of the average farm. Exceptionally compact design; takes up little room and sells at a very reasonable price. A push button starts it; stops automatically when batteries are charged; runs with no attention save lubrication and fuel supply. Battery

cannot be overcharged—an automatic alarm indicates when it is run down. Indicator shows amount of current that battery contains at all times. Runs 40 18 c.p. lamps for six hours without charging; charge battery once and it supplies 15 lamps for six hours. Shipped complete ready to run.

SEND FOR SPECIAL LITERATURE AND FULL PARTICULARS

WE'LL BE GLAD TO SUBMIT YOU OUR ATTRACTIVE AGENCY OFFER

**THE CANADIAN FAIRBANKS-MORSE CO. LIMITED**  
SASKATOON WINNIPEG CALGARY



## Tractor Company Reorganized

The well-known firm of J. D. Adshead Co., Ltd., Winnipeg, distributors of Happy Farmer Tractors, power plows, separators and other lines, has been reorganized and strengthened, and the name of the company changed. In the future this organization will do business under the title of Happy Farmer Company, Limited. The head-quarters of the company will, as formerly, be in Winnipeg, in the Curry Block, while two western branches have been opened, one at Calgary and one at Regina. At these points a good stock of tractors and repair parts will be carried, also the other lines handled by the organization. Implement dealers will be assured prompt service wherever located in the West. The new executive of the company is as follows: President and general manager, J. A. Thompson; vice-president, R. F. Hay; sales manager, J. D. Adshead.

Messrs. Thompson and Hay are well-known figures in the commercial life of the Canadian West. For over thirty years they have been associated with one another in various enterprises. In the early days when the Massey-Harris Co. had but one branch in the West, located at Winnipeg, Mr. Thompson was collection manager for the entire territory, while Mr. Hay held various responsible positions with the company.

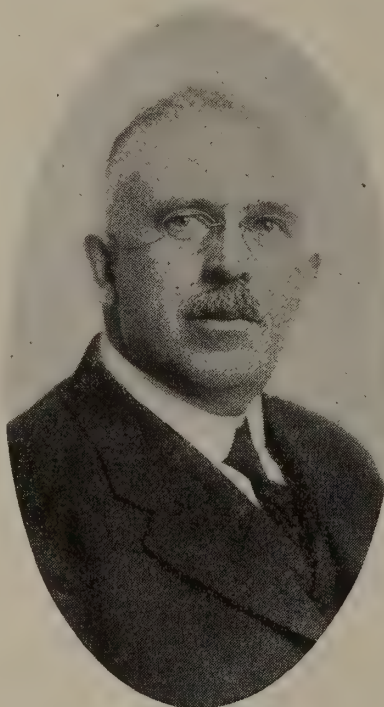
Some fifteen years ago these gentlemen entered the retail lumber business, organizing the Moose Mountain Lumber and

Hardware Co. of which the head office is at Winnipeg, a number of branch stores and yards being located at various points in Saskatchewan.

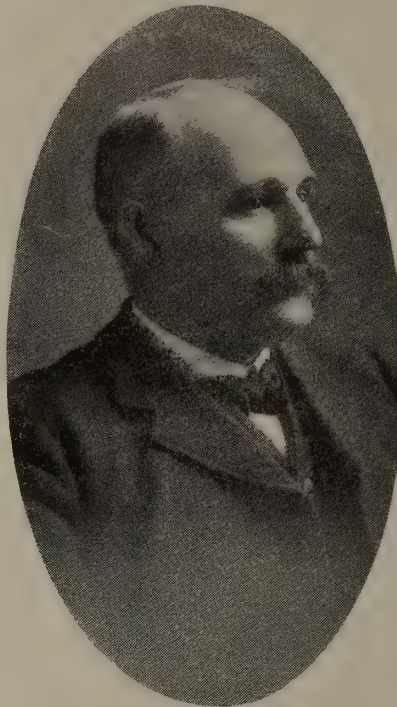
In entering the Happy Farmer Company, Limited, these two gentlemen bring with them a

new company has a personnel which should ensure its success as a farm machinery distributing concern.

This spring the company will hold tractor instruction schools, under the supervision of competent instructors, at all the leading points throughout the Canadian West.



J. A. THOMPSON  
President, Happy Farmer Co.



R. F. HAY  
Vice-Pres. Happy Farmer Co.

wide knowledge and experience of Western Canadian conditions. Their experience in the implement trade should be of considerable value to the new organization. Mr. Adshead is a well-known figure in the machine business in both the western states and Canada, being intimately acquainted with the requirements of the retail branch of the business from a distributor's standpoint. In short, the

Happy Farmer tractors, which are manufactured at La Crosse, Wis., are well and favorably known to western dealers. At the different tractor demonstrations held in Canada and the United States last year these tractors, by their fine work, added to their already excellent reputation as plowing and general-purpose machines. The factories are at present working day and night producing machines to

meet the 1918 demand. The company report that several hundred Happy Farmer's have been sold to the French Government to assist the farmers of that country to produce record crops this year, despite the shortage of man power due to the war. Interested dealers can obtain full particulars of the lines handled by the Happy Farmer Company by addressing the head office of the organization at Winnipeg.

### Proper Tillage Important

When land has been plowed time after time to the same depth it is no unusual thing for a hard layer or plow pan to form. This layer opposes the passage of water, and the roots of plants are unable to penetrate it. The repeated sliding of the base of the plow at one depth, and the treading of horses and men along the furrow in the case of a walking plow, are the cause of the consolidation to which the pan is due. It is necessary that all such hard or indurated pans should be broken, and this is effected by deep plowing or cultivation. The subsoil plow is especially valuable as it breaks and stirs the subsoil without bringing any of it to the surface. The deeper working trench plow acts more thoroughly, but the risk of bringing up to the surface objectionable matter. The incorporation of subsoil with soil is a procedure to be adopted only with great caution.

In all tillage operations the disc harrow is a valuable tool as it pulverizes lumps and by so doing places the plant food which adheres to each particle of soil, accessible to the minute delicate plant roots, thereby increasing the feeding area many fold. When the disc is used before plowing it not only pulverizes lumps, securing a compact contact between the bottom of the furrow and the furrow slice, thereby insuring perfect capillary attraction after the ground is plowed, but it also works into the seed bed trash and other vegetable matter which may be on the surface. As a packer the disc harrow excels almost all of the other devices intended to do such work, acting on the same principle that the railroad builder's spade does when he works the dirt under the tie. The disc also performs another very important function. It kneads soil. When a farmer understands all the benefits to be derived from the use of this implement, he then becomes a ready buyer, and no tool the dealer can handle has a greater value than the disc harrow when properly used.

# Meco ENGINES

## Knock-Out Mail-Order Competition

MECO Engines are unquestionably the greatest engine value you can offer your customers. Reasonable in price; have every desirable feature of design and construction. Simple, substantially built, medium weight. Center-fire ignition; valve-in-head design. Safety spark shift—start easily. Easy to operate. Low fuel consumption. Ask us for full specifications of the MECO.

### Made in Sizes: 2, 3, 4, 6, 8 and 12 Horsepower

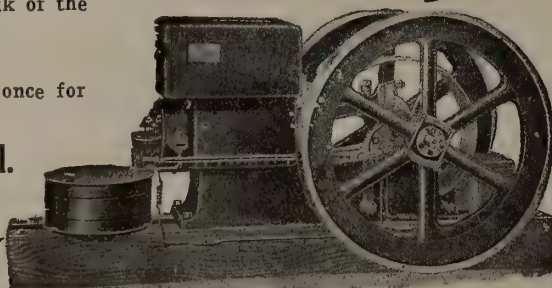
No matter what engine line you are handling, you should investigate MECO prices and MECO quality. These four-cycle, water-cooled engines, durable and dependable under all conditions, will secure you the bulk of the engine business in your vicinity.

#### SPECIAL PRICES TO DEALERS

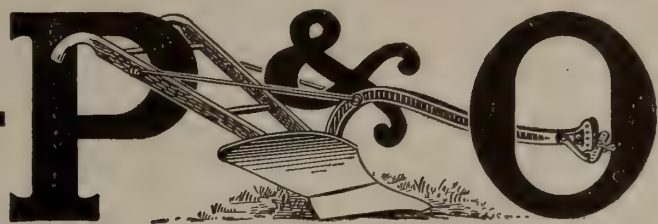
Our prices will interest you. Don't delay; write at once for full particulars. Distributors:

**The John Stevens Company, Ltd.**

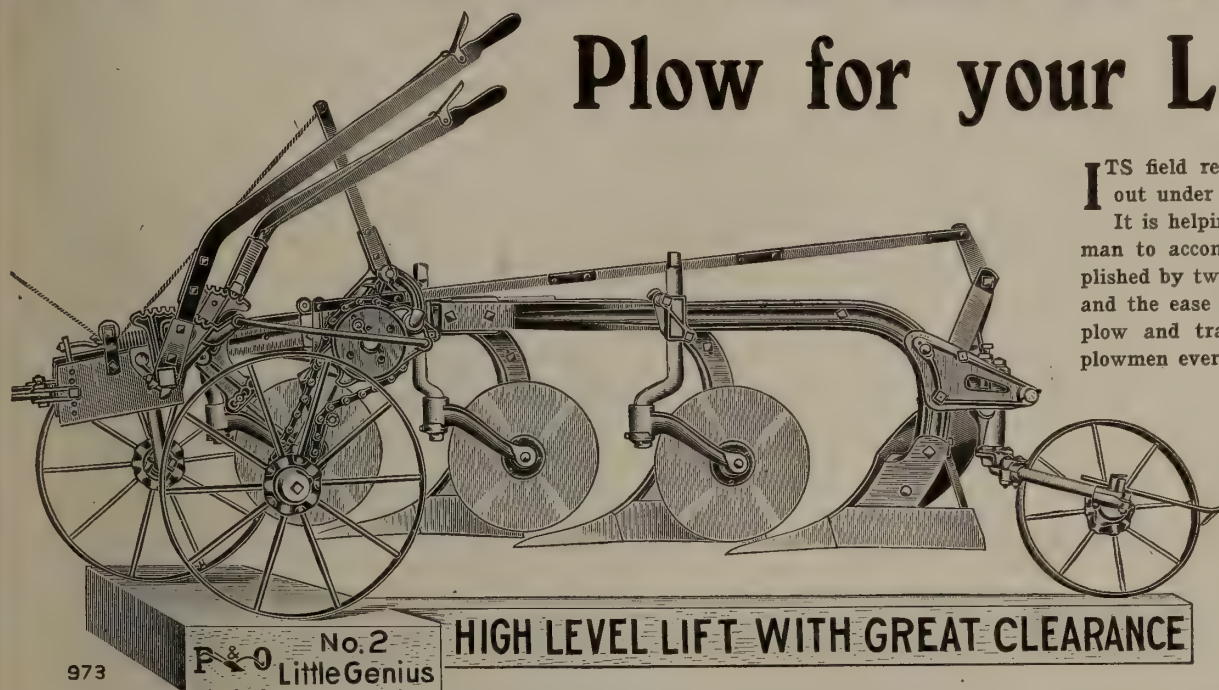
661 HENRY AVENUE, WINNIPEG







# The P & O LITTLE GENIUS is the Ideal Plow for your Light Tractor



**I**TS field record proves it. For three years it has gone out under all conditions and has unfailingly made good.

It is helping to solve the labor problem by enabling one man to accomplish as much as formerly had been accomplished by two, three or four men. Its all around efficiency and the ease with which the tractor operator handles both plow and tractor have made it a favorite with tractor plowmen everywhere. In foreign fields, far from home and

factory experts, it is the favorite plow because of its ability to stand up under hard work, without attention. There is no more rigid test to which a plow can be put. Though but three years old, the P. & O. Little Genius has gone into nearly every country where agriculture is practised.

Write now for circular or our catalog "P. & O. Tractor Plows," describing what we believe to be the finest line of tractor plows built.

Built by **PARLIN & ORENDORFF CO., Canton, Ill., U.S.A.**

**INTERNATIONAL HARVESTER COMPANY OF CANADA, LIMITED,** SALES AGENTS FOR CANADA  
Winnipeg Brandon Regina Saskatoon Yorkton North Battleford Estevan Calgary Edmonton Lethbridge

## Sell Happy Farmer Tractors

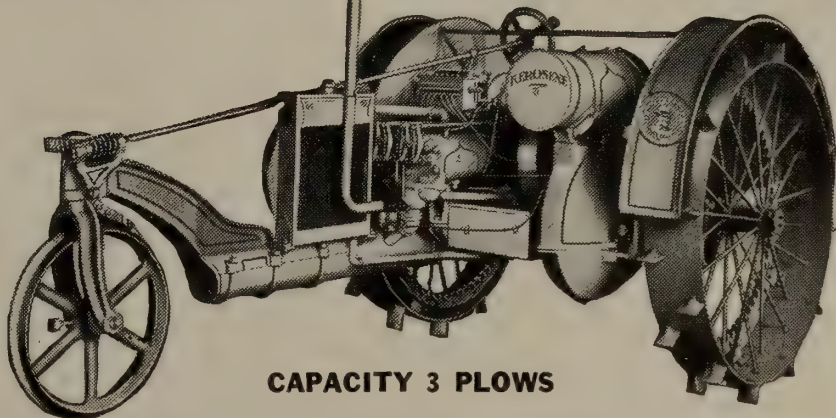
A Happy Farmer Contract will get you the trade in 1918



LEADERS IN POPULARITY

Free Tractor Schools are to be held at all Points.

Write for Particulars.



CAPACITY 3 PLOWS

Men Who KNOW Have Bought Over 2 $\frac{1}{4}$  Million Dollars Worth Of These Tractors for Next Spring's Business

Perfect Balance  
Simplicity  
Light Weight  
Accessibility  
Strength  
Short Turn  
Surplus Power  
Steel Cut Gears  
Running in Oil  
Hyatt Roller Bearings  
Self-Guiding in Furrow  
High and Constant Plowing Speed

These men have been selling HAPPY FARMER Tractors for one or two years. They know them. They know the efficient work that they did on both belt and bar, wherever used. They know how well satisfied the customers who bought Happy Farmer Tractors are. As distributors, they know that their dealers are getting the cream of the tractor business in their territories. You bet they are satisfied. So will YOU be if you secure a Happy Farmer contract for 1918.

**Don't Wait—ACT. Is Your Territory Open?**

If you want to do a profitable tractor business in the coming year let us get together at once. Don't let the other fellow have the representation for the Happy Farmer in your town. Hundreds of Happy Farmer Tractors have been purchased by the French Government.

Branch Houses have been opened at Regina and Calgary, where we will carry a full line of machines and repairs.

We also handle Grain Separators and Power-Lift Engine Plows. Get full particulars.

**HAPPY FARMER COMPANY, LIMITED**

References: Bank of Montreal

225 CURRY BLOCK  
REGINA, SASK.

(OPPOSITE POST OFFICE)

WINNIPEG, MAN.  
CALGARY, ALTA.

Will do anything other tractors will do—and do it better.

Will do more and better work than the best horses.

Dealers selling Happy Farmer Tractors get the cream of the trade—and the net profits.



### Weed Eradication

The spread of weeds may be due to impurities in the seed sown, for the seed should be absolutely free from weeds of all kinds—a condition seldom realized. In stable manure and feeding stuffs weeds find a means of spreading, while the action of the

wind is a potent factor in the carrying of seeds, such as those of dandelion and thistle.

When the weeds are already in the soil, and the ground polluted through neglect in former years the surface should be disturbed to a depth of a few inches and the seeds encouraged to germinate either after harvest or in spring.

The formation of seeds can be prevented by various means, such as mowing several times, cutting the roots, or frequent cultivation of the land by horse labor. Pasturing closely with sheep is valuable.

The prevention of seed formation through cultivation calls for the use of implements which will loosen the soil to such an extent that the weeds can be readily pulled out and collected in heaps for burning. The underground parts of such weeds as Field Bindweed should not be broken into small pieces. In summer fallow the cultivation should be done sufficiently often to destroy all green parts as quickly as they appear, while the implement should cut all underground stems and roots in the area covered without letting any escape.

The underground parts of a plant are nourished by the green part above ground, and if the stem and leaves are destroyed as quickly as they appear the parts below the surface will be starved out and the whole plant will eventually die. The value of the cultivator for the eradication of weeds is very great, and efficiently used it can do much to keep weeds under.

In controlling weeds if bare fallow is resorted to, it should be possible to get rid of even the worst weeds in a single year. It is safe to say that weeds can only be held in check where a suitable rotation of crops is followed. Where the same land is sown to wheat year after year, or where land is pastured indefinitely, the weed problem is liable to become worse every year. Crop rotation is the best solution.

### The Milker as an Ally

There has never been a time in the history of this country when farm laborers were as scarce as this year. The cry is ever increasing, "We need more men on our farms" and, while higher wages may attract some men, we know that we are right when we say that it is to machinery that the farmers must turn if they are to have the necessary amount of work done to insure production.

The farm tractor is helping in a big way and the records of sales of these machines during the past two years have been truly astonishing. The demand for small tractors has been an enormous one, but the tractor has been bought by farmers to take the place of man power, not horse power. Farmers still own plenty of horses to take care of the work of the farm, but they cannot get the men to drive the horses—hence the tractor.

The scarcity of labor has also made a necessity and an ally of the milking machine.

The Sharples Milker has been proven during the past five years to be the best milker in every way that is on the market, and the fact that nearly 400,000 cows are being milked twice each day by this milker should give farmers an idea as to the wide use and reliability of this machine. With the milker one man milks about 30 cows an hour, doing the work of three men, and the farmers of Canada have quickly recognized, in the Sharples Milker, a machine whose installation would eliminate the hired man problem in the dairy and that would do the milking in the most efficient and sanitary manner.—Sharples News



MAX

## STOCK WATER TROUGHS

meet all the requirements of a durable trough. Specially adapted for service in Western Canadian winter weather. Made of heavy galvanized iron, thoroughly strengthened and re-inforced.

Your customers will recognize the added value in these. Put a sample before them and you will find it an effective aid in making sales. You cannot sell a better trough.

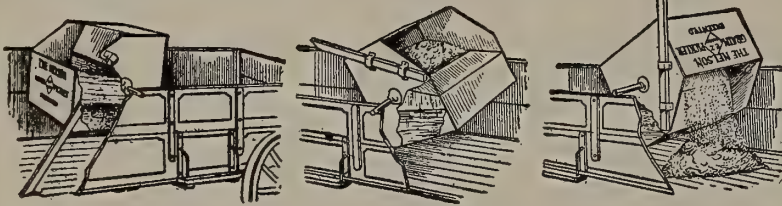
**Winnipeg Ceiling and Roofing Co., Limited**

Makers of Max Stock Troughs, Waggon Tanks, Oil Barrels, etc.

P.O. Box 3006 F.I. 9

Winnipeg, Man.

## "Nelson" Galvanized GRAIN PICKLER



E-Z WAY

## All Grain Thoroughly Immersed and No Solution Wasted

Can you think of anything more simple and efficient? No cranks to turn or parts to get out of order. You simply put solution into pickler, shovel in grain, give pickler one quarter turn to let grain drain a few seconds, then dump and turn pickler back into position for the next lot of grain. One man can easily pickle 100 bushels per hour. Pickler can be placed in wagon box as shown, or on stand in granary.

**Price \$15.00 F.O.B. Winnipeg**

**We guarantee Every Pickler to Work**

**Satisfactorily or money refunded**

Sole Manufacturers and Distributors—

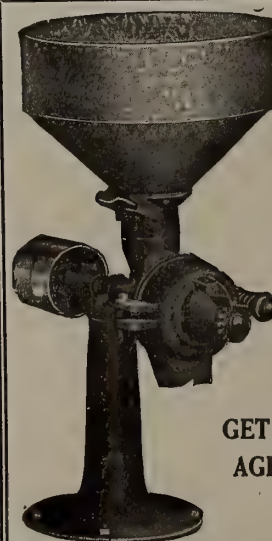
**The Metal Shingle & Siding Company, Limited**

WINNIPEG

SASKATOON

CALGARY

**AGENTS WANTED**



### "LITTLE JUMBO" FEED MILLS

Efficient, durable, strong. All steel construction. Wide range capacity—from 10 to 30 bus. per hour. Any engine from 1½ to 4 h.p. will operate them. Two sets of 6-inch burrs supplied with every machine. Fine adjustment for work.

### "JUMBO" GASOLINE ENGINES

Made in Sizes: 1½, 2½, 4½ and 6 H.P.

Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. You can't sell a better engine.

GET THE AGENCY

Ask nearest branch for full Particulars and Prices

Manufactured by **Nelson Brothers Company** Saginaw, Mich., U.S.A.  
Western Canadian Jobbers

**Tudhope-Anderson Co., Limited**

WINNIPEG

REGINA

SASKATOON

CALGARY



### News From the Factories

The Madison-Kipp Lubricator Company, Madison, Wis., have enlarged their plant sufficiently to increase the capacity from 75 to 100 per cent during the coming year. The company now employ 225 men.

The John Lauson Manufacturing Company, New Holstein, Wis., has increased its capital stock from \$500,000 to \$1,000,000. The object of the increase is the enlargement of the company's tractor output.

The Hart-Parr Company officially announces that they have started the production, in large quantities, of the "New-Hart-Parr" tractor, and that they have already enough orders to keep them going to full capacity for the coming year.

Additions which will cost about \$2,000,000 are nearing completion at the Studebaker plant in South Bend, Ind. Among the additions are a four-story kiln, costing \$750,000. New machine and forge shops and an addition to the power plant are other enlargements of this large factory.

The Peoria Tractor Co., Peoria, Ill., has increased its capital to \$1,500,000 and is planning a greatly increased output for next season. From 1,500 to 2,000 machines will be built in 1918 and the contemplated production for 1919 is from 3,000 to 5,000 machines. The company will continue the manufacture of their 8-20 machine and will push production on the new 12-25 h.p. model.

The E. G. Staude Mfg. Co., St. Paul, Minn., which manufactures a tractor attachment for motor cars, announces a greatly increased production for 1918. According to E. G. Staude, president of the company, an output of 50,000 attachments is planned for the coming year. The company's capital was recently increased from \$150,000 to \$5,000,000.

The Avery Company, Peoria, Ill., has purchased a controlling interest in the Davis Manufacturing Company, manufacturer of motors, Milwaukee, Wis., the concern from which the Avery people have been purchasing their tractor motors. The purchase involves 96 per cent of the capital stock of the Davis company. This purchase gives the Avery Company control of the source of its motor supply and will add greatly to its facilities for production of tractors. An

addition to the Davis plant has been planned.

George N. Peek, vice-president of the Deere & Co., Moline, Ill., recently appointed by the War Industries Board as head of the new Bureau of Manufacturing Resources. His duties will be to meet with manufacturers who munitions or other government have facilities for producing material and decide to what extent such plants should be utilized for this purpose. G. W. Muxter, also a vice-president of the company, is in the department in charge of aeroplane construction in Washington.

### Massey-Harris Calendar for 1918

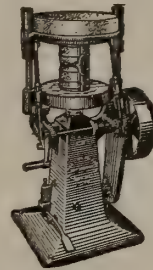
We are in receipt of the 1918 calendar issued by the Massey-Harris Co., Toronto, which is well up to the high artistic stand-

ard and inseparable from Massey-Harris publicity. This hanger is 20 x 11 inches, at the top being a very fine mountain scene in colors, in the valley in the foreground being the Massey-Harris binders at work in a field. The dates are in good bold type, and on the head of each monthly leaf are illustrated various machines in the Massey-Harris line. The whole forms a very nice calendar for the wall of the dealer's warehouse or office.

### The Hoiland Wild Oats Separator

The Cushman Motor Works of Canada have secured the distribution of Hoiland Wild Oats Separators, as manufactured by Albert Hoiland, Fargo, N.D. A carload of these machines has already been received and large shipments will follow.

This machine is of special design and is claimed to be the perfect means of separating wild oats from tame oats and other grains. It has been shown at state fairs and other exhibitions in the Middle Western States, and, it is stated, has become a very popular item in farm equipment in that territory. Full particulars of the design and construction of these machines will be forwarded interested dealers who write the Cushman Motor Works, Winnipeg.



### LONDON CEMENT DRAIN TILE MACHINE

Makes all sizes from 3 to 12 inches. Price with one size \$250. Cement Drain Tile are here to stay. Large profits in the business. If interested send for catalog No. 2.

Agents Wanted in all Unoccupied Territory.

LONDON CONCRETE MACHINERY CO.

Dept. K, LONDON, ONTARIO  
World's Largest Manufacturers of Concrete Machinery.

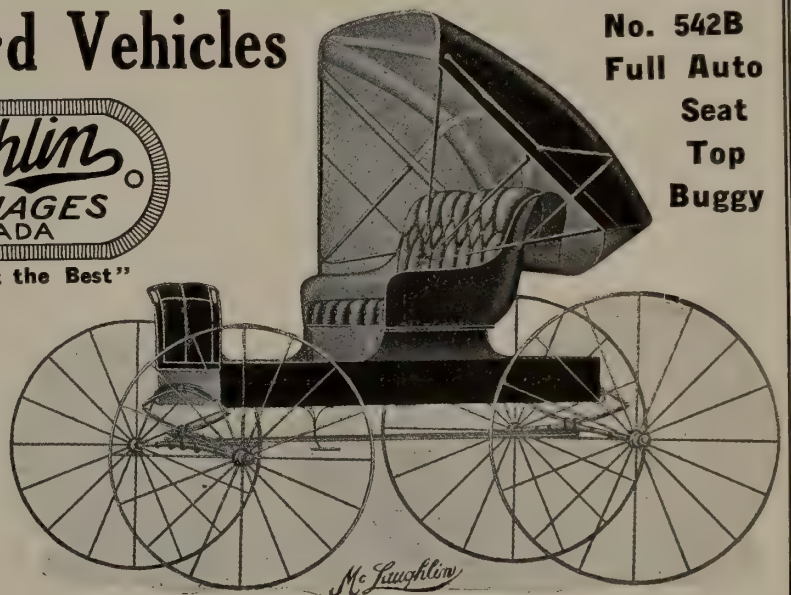
## Canada's Standard Vehicles



"One Grade Only, and that the Best"

**Their Established Reputation for Quality and Serviceability has built up Permanent Confidence Everywhere.**

**For 50 years McLaughlin Carriages have been Canada's foremost vehicles. Their reputation means prestige and profits to the dealer who handles them. Every McLaughlin buggy sold sells another. They meet, and beat, any competition. Leaders in Style, Finish, Quality, and Durability.**



**No. 542B  
Full Auto  
Seat  
Top  
Buggy**

### SPECIFICATIONS

**WHEELS** "A" Standard, 7/8 inch. Sarven patent, with sand bands, dust caps and with coach felloe plates.

**GEAR.** New parallel twin reach; drop-forged fifth wheel and perch ends; select hickory; extra long springs, special temper, 15/16 inch axles, low arch type; full oval clipped; patent rubber and brass washers.

**BODY,** 23 x 56; new bolted indestructible type; glued panels, clamped and screwed to frame work; heavy hardwood bottom boards in front, heavy sills.

**SEAT.** Twin pattern, extra wide and roomy, exceedingly comfortable.

**PAINTING.** Body black; gear black; green, red or carmine, suitably striped.

**TRIMMING.** No. 1 hand buffed leather; spring back and cushion, extra deep soft front; padded sides; rubber mat; rubber apron with pocket; heavy frame, solid foot dash.

**TOP.** Special automobile type, with offset bow sockets; special curtain light; straps inside of deck, top instantly removable, leaving no obstructions on seat; rubber boot.

**Ask us for Latest Catalogs, Prices and Full Particulars**

**The Canada Carriage Company, Limited**

**156 Princess Street :: Winnipeg, Man.**

**Stocks Carried at: WINNIPEG SASKATOON MOOSE JAW CALGARY EDMONTON**



### Washing Machine Men Meet

The next meeting of the American Washing Machine Manufacturers' Association will be held in Chicago on January 23rd and 24th. At the request of manufacturers of washing machines located in Canada, the constitution and by-laws of the association have been amended to permit Canadian manufacturers to become members. During a recent meeting of this body the members passed the following resolution: "That the American Washing Machine Manufacturers' Association, representing fourteen-fifteenths of all the capitalemployed in this country to manufacture washing machines for household use and whose production is valued at over \$10,000,000 per annum, in convention assembled, unanimously reiterate their pledge to the President of the

United States and our country of their unswerving loyalty and of their willingness to devote the resources of their industrial plants to the use of our government for war purposes."

### Tractor Show at K.C.

Guy Hall, secretary of the Kansas City Tractor Club, announces that the big tractor show that will be held in Kansas City, February 11-16, will be located in a large wooden building built especially for that purpose. The building will be 100 by 500 feet in size, and will be heated by hot air. The announcement does not state whether latter will emanate from the tractor salesmen or from furnaces, or both! Already nearly 200 applications for space have been received.

### Briscoe Cars Advance in Price

The Canadian Briscoe Motor Co., Brockville, Ont., announce that on January 1 the price of all Briscoe models will advance to \$1,025, f.o.b., Brockville. This step is due to the great increase in production and material costs. The Briscoe organization have further perfected their distributing system in the Canadian West by appointing distributors in Alberta and British Columbia. In Alberta, the Jas. F. Stone Motor Co., 309, 17th Ave. W. Calgary,

will handle Briscoe cars, and in Vancouver the International Motors Ltd., 1112 Seymour St. In Southern Alberta territory G. F. Cairncross is handling Briscoes in Lethbridge.

In their 2-passenger roadster and 5-passenger touring car sizes Briscoe cars are yearly increasing in popularity. The famous Briscoe engine is a big selling factor in the car, while economy in operation and fine finish and unusually complete equipment are features on which Briscoe owners are enthusiastic. Interested dealers can obtain full information from the Briscoe distributor in their province.

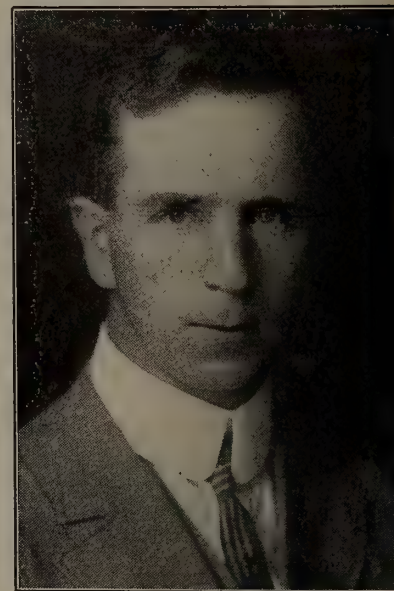
### Varnish Concern Reorganized

The business, plant and good will of the Glidden Varnish Company, Cleveland, O., and Toronto, Ont., have been purchased by Adrian D. Joyce, O. A. Hasse and R. H. Horsburgh, all of whom have been connected with the Sherwin-Williams Company. A new organization known as the Glidden Company has been organized with a capital of \$2,500,000 fully paid.

### New Book of Poems by Mr. Stead

In his latest book of verses, "Kitchener and Other Poems," Robert J. C. Stead, of Calgary, has further enhanced his literary reputation. Essentially Mr. Stead has been and is our leading prairie poet, but in his latest book some exquisite lyrics are given on war themes. Practically every reader will recollect the wonderful popularity of his poem "Kitchener," which the day after the passing of that notable figure from the world's stage was flashed on the wire all over America. In the present volume, which is published at \$1.00 by the Musson Book Co., Toronto, are also many gems of prairie life and labor. But the vision has widened and as a literary craftsman Mr. Stead bids fair to becoming one of the Empire's singers. We would advise every reader who likes finished verse to procure a

copy of this new book from his pen. Just let us quote from one poem, universal in appeal these days. To all those to whom the



ROBERT J. C. STEAD

war has brought loss—and they are many—the following verses, "He Sleeps in Flanders" ring in telling appeal:

#### HE SLEEPS IN FLANDERS

He sleeps in Flanders. Well he sleeps,  
For Flanders' sleep is deep indeed;  
About his bed the trench-rat creeps;  
In some far home a woman weeps;  
And the lone moon its vigil keeps  
Above his sleep in Flanders.

No note shall break the silent sleep  
That found him when the day was done;  
No note is blown so loud and deep  
That it can pierce the gates of sleep—  
The earthen gates full damp and deep—  
That guard his sleep in Flanders.

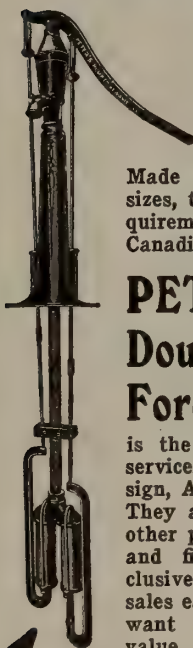
He saw not where his path should lead,  
Nor sought a path to suit his will;  
He saw a nation in her need;  
He heard the cause of Honor plead;  
He heard the call, he gave it heed,  
And now he sleeps in Flanders.

Yet let this ray of light remain,  
Though darkness cut him from our view;  
We know the sacrifice, the pain—  
We cannot feel our faith is vain—  
We know the loss, but not the gain  
Of those who sleep in Flanders.

### Automobile Engine Lubrication in Winter

During cold weather steam formed as a product of combustion makes its way past the piston rings into the engine crankcase and there condenses on the walls. For this reason when the car is

## PETERS PUMPS



Gives More Water  
in Less Time with  
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

### PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:  
Get Peters' Pump  
Proposition  
for 1918

ALWAYS  
DELIVER  
THE WATER

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peter's Pump Company, Kansas, U.S.A.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.



### Synopsis of Canadian North-West Land Regulations

THE sole head of a family, or any male over 18 years old, who was at the commencement of the present war, and has since continued to be, a British subject or a subject of an allied or neutral country, may homestead a quarter-section of available Dominion Land in Manitoba, Saskatchewan or Alberta. Applicant must appear in person at Dominion Lands Agency or Sub-Agency for District. Entry by proxy may be made on certain conditions. Duties—Six months residence upon and cultivation of land in each of three years.

In certain districts a homesteader may secure an adjoining quarter-section as pre-emption. Price \$3.00 per acre. Duties—Reside six months in each of three years after earning homestead patent and cultivate 50 acres extra. May obtain pre-emption patent as soon as homestead patent on certain conditions.

A settler after obtaining homestead patent, if he cannot secure a pre-emption, may take a purchased homestead in certain districts. Price \$3.00 per acre. Must reside six months in each of three years, cultivate 50 acres and erect a house worth \$300.00.

Holders of entries may count time of employment as farm labourers in Canada during 1917, as residence duties under certain conditions.

When Dominion Lands are advertised or posted for entry, returned soldiers who have served overseas and have been honourably discharged, receive one day priority in applying for entry at local Agent's Office (but not Sub-Agency). Discharge papers must be presented to Agent.

W. W. CORY,

Deputy Minister of the Interior.

N.B.—Unauthorized publication of this advertisement will not be paid for.



## Mr. DEALER Cater Can Sell You

Wood or Iron Pumps cheaper  
than any one in the West.

GET HIS PRICES BEFORE YOU ORDER

Brandon Pump & Windmill Works  
BRANDON MAN.



being operated during the winter the crankcase ought to be drained of its lubricant once a month and have fresh oil put in. Eight and twelve cylinder engines and large bore sizes suffer much more from this cause than fours, because of the greater piston ring surface. The water in the crankcase forms an emulsion with the oil, which greatly reduces its lubricating quality.

### Twin City Tractor Schools

The Minneapolis Steel & Machinery Co. of Canada, Winnipeg, will hold three tractor schools this spring. Each term lasts about four weeks, and they commence on the following dates: January 3, February 4 and March 4. This organization recognize the importance of better trained tractor operators. They will conduct a practical school for the instruction of men in the operation and care of traction engines. This move is in line with the company's policy of doing everything possible to make its engines a satisfactory and profitable investment. The prime motive in taking this step has been to assure customers of competent engineers to operate their engines.

Special class rooms and adequate equipment are now fitted up for this school and a man of

long experience, who is an authority on gas tractors, has full charge of the school with the most competent instructors and supervisors to assist him in shop and expert instruction.

The entire efforts of the instructors are devoted to giving pupils in this school the benefit of every moment of their course in acquiring as complete knowledge of the machine as possible in the time they spend with the company.

This course is planned to require about four weeks time and to cover both the theory and practice of gas engine operation. It will give the student a good insight into the design, construction and operation of all internal combustion engines, with particular attention to the Twin City tractors which the Minneapolis Steel and Machinery Co. builds.

The wonderful development in the use of gas engines throughout the country has brought with it a great demand for men trained in the care and operation of this type of prime mover.

In no field has this development been greater or more important than in its application to the uses of the farm. Most particularly is this true in its relation to gas traction engines.

However, before full benefit of this ideal form of power can be

obtained, it is necessary that many more men be trained for this work.

### Deep Plowing Essential

Few farmers plow deep enough. The seed bed, or the home of the plant roots, is in keeping with the depth the ground is plowed. If advising farmers to plow deep admonish them to use caution. If the soil has been plowed shallow for a series of years and is abruptly plowed deep, subsoil is apt to be brought to the surface. This condition will cause a crop failure for the reason that the subsoil—unless the alluvial formation is very deep—does not contain humus. The seed bed should be deepened gradually by plowing a little deeper each year and adding humus in the form of barnyard manure or some green crop plowed under, preferably a legume.

The small farm tractor is destined to play an important part in increasing the efficiency of the man as well as the production. While the small tractor is comparatively new, it has been demonstrated that it is an economical implement, and the time is not far distant when it will be as indispensable in the farmer's fields as the automobile is to-day on the roads.

With the tractor the ground can be plowed deep. It can be used at seasons of the year when the ground is extremely hard, the weather hot, and the flies a pest to horses. The tractor has made it possible for farmers to begin to plow immediately after harvest, doing practically all of their plowing in the fall, which gives the trash plowed under a long time to rot before spring planting.

Small tractors are not only adapted to plowing but to disking, sowing grain, pulling harvesting machinery, etc. With the high cost and scarcity of farm labor, at the present time you can make no mistake by urging your patrons to adopt the small tractor for motive power on the farm. Numerous records show that a small tractor on the average sized farm will reduce man labor at least 25 per cent.

### Seek Free Entry of Machinery

The Manitoba food control advisory committee, in a recent resolution passed, urgently requested the food controller to impress upon the Dominion Government the importance of removing the customs duties immediately from all agricultural implements and machinery and automobiles that retail at less than \$1,000.

**Represent a Line of Tractors that has stood EVERY TEST of SERVICE**

*The Twin City Line*

**OIL TRACTORS, 16, 25, 40 and 60 Drawbar H.P.**  
Burn Kerosene, Distillate and Gasoline. Powerful, economical, durable

Twin City Tractors have stood the test of Years of Service. Their reputation adds a prestige to the agent that reacts to his profit. The largest is the most powerful tractor in the world—the smallest the most perfect farm power yet produced. In workmanship, material and design the Twin City line surpasses any tractors now on the market.

### TWIN CITY "16"—the Last Word in Light Tractors

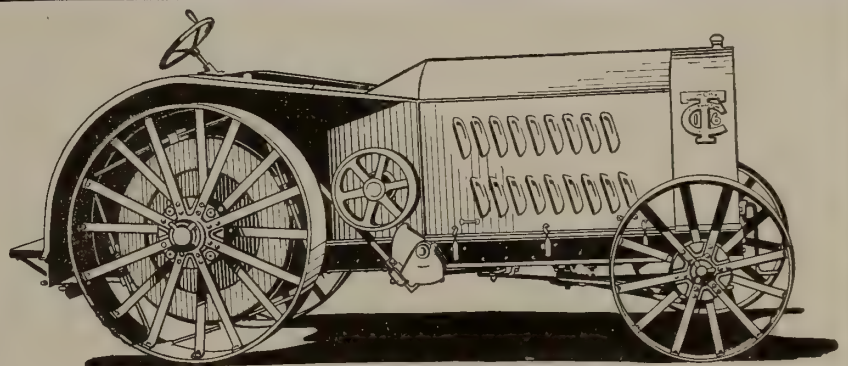
Embodies all recognized tractor improvements; trim, compact construction, powerful and smooth in action. No tractor is more completely protected from dust and dirt, or has a better system of lubrication. Uses the cheapest fuels.

Equipped throughout with Hyatt heavy-duty roller bearings. Two speeds forward, one reverse. Special kerosene vaporizer with vacuum fuel supply. Total weight, 7,500 pounds. Ask us for complete data on this machine.

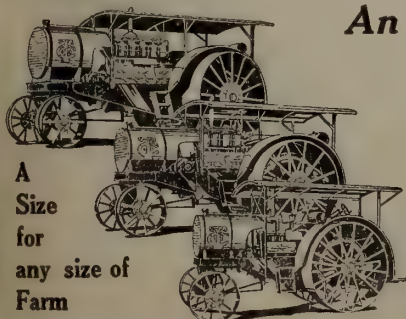
**An Agency Contract for Twin City Oil Tractors will put you in Right on the Tractor Business in 1918**

We will be glad to send you literature, full specifications, prices and our Liberal Agency Proposition on this Big Selling Line. Don't decide on a tractor until you investigate the Twin City Machines.

**MINNEAPOLIS STEEL & MACHINERY CO. OF CANADA, LIMITED**  
923 LOGAN AVE. WEST  
WINNIPEG, MAN.



THE TWIN CITY "16" OIL TRACTOR



A  
Size  
for  
any size of  
Farm



### Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

**E. & Co., Sask.**—The 4½ h.p. Olds engine was originally marketed by the M. Rumely Co. This concern now does not stock or sell the Olds. A piston and cylinder can be procured from the Reliance Engineering Co., at Lansing, Michigan.

**McV. T. Co., Alta.**—"Viking" cream separators are handled in Alberta through the Canadian Western Manfg. & Supply Co., Calgary. It should prove a good line for the purpose outlined. The "Viking" is made in Sweden, except the stand, which is cast and finished in both Canada and the United States.

**W.K. Co., Sask.**—The weigher for separator, bearing the name "Peoria," is part of the equipment of separators made by the Avery Co., Peoria, Ill. Write the Canadian Avery Co. at Regina regarding repairs.

**G.M.A., Man.**—Regarding extension feeder carriers for separators, we advise you to communicate with the J. I. Case T.M. Co., Winnipeg.

**J. S., Sask.**—We do not know of a feed cutter called the "Canadian." The Cockshutt Plow Company produce a line of these machines named the "Canada." This may be it. Write nearest branch of company for particulars.

**R.O., Man.**—There are several makes of "Imperial" plows. One is sold by a large mail order concern. An "Imperial" is

also a unit in the Verity line, sold by the Massey-Harris Company.

**B. T., Sask.**—The Gade air-cooled engine is manufactured by Gade Bros. Mfg. Co., Iowa Falls, Ia. Do not think that repairs are carried anywhere in the West, so you should write factory.

**T. & S. Co., Alta.**—H.F. 1 is the ratchet for furrow wheel lever, right hand, on a plow made by the Moline Plow Co., Moline, Ill. Repairs are carried by the John Watson Mfg. Co., Winnipeg.

**E.W.W., Man.**—For eveners for the hitch mentioned, ask the D. Ackland Co., Winnipeg, or the John Watson Mfg. Co., Winnipeg.

**L.G., Sask.**—Nos. 3258, 3304 and 3305 are bearing boxes for a disk harrow made by the J. I. Case Plow Works, Racine, Wis. The J. D. Adthead Co., Winnipeg, should be able to supply you with parts.

**E. D. Co., Man.**—Scraper bracket for disk, numbered 925R, is part of a disk made by the Grand Detour Plow Co., Dixon, Ill. You would require to write factory direct for part.

**A. E. L., Sask.**—Half bearing box A69 is from a No. 4 Kingman disc harrow. You can possibly procure repairs from the M. & K. Brokerage Co., Kansas City, Mo.

**J. S., Alta.**—The grain pickler you describe is, we feel sure, the "Zig-Zag" pickler, made by R. Rasmussen, Regina, who will supply you with full information and dealer's prices.

### A New Line Shaft

A concern in Iowa have developed a speed governor and line shaft which have some valuable features. Every farmer knows the importance of operating his cream separator at the proper speed and with the least possible vibration. His wife knows that it is necessary to slow down the

machinery as the end of the butter churning operation is reached. She must also have the washing machine run at a slower speed when washing heavy pieces such as blankets, quilts, etc.

With this speed governing line shaft it is claimed that these changes are accomplished easily. A slight turn of the band wheel regulates the speed, while the governor absorbs the jerk and vibration from the engine.

### Massey-Harris 1918 Catalog

For seventy years Massey-Harris implements have been in use and to-day four large factories in Canada are busy turning out Massey-Harris machines for the use of agriculturists the world over. The newly issued 1918 catalog of the company shows the complete line of Massey-Harris machinery, and it is a book that dealers will welcome for their files. The cover design of the catalog is a striking one, being a splendid example of the engraver's art. The size of the catalog, 9½ x 6½, makes it very handy for filing, while the stock used is of an exceptionally high grade quality. Fine half-tone illustrations are shown of the various implements and machines embodied in the Massey-Harris line, while throughout the book are nicely-conceived color plates.

A handy index facilitates the location of any machine illustrated and described in the catalog, among which are shown the following:

Massey-Harris binders, corn binders, hay tools, cultivators, disc and drag harrows, drills, manure spreaders, cream separators, pulpers, straw and ensilage cutters, engines, grinders, saws, plows, riding, walking and engine; land packers, rollers and scufflers; wheel barrows, wagons, farm gears, trucks, dump wagons, grain tanks, lorries,

sleighs, etc. The entire publication is a credit to the advertising department of the Massey-Harris organization, and should be one of the greatest value to the many Massey-Harris dealers and users of Massey-Harris machinery throughout Canada.

### Farm Machinery Production in Austria Under Government Control

All institutions manufacturing farm machinery and parts in Austria are to be combined with the somewhat unwieldy designation of "Economic Combine of Austrian Manufacturers of Farm Machinery." A central head office has been opened in Vienna for the supervision of the industry.

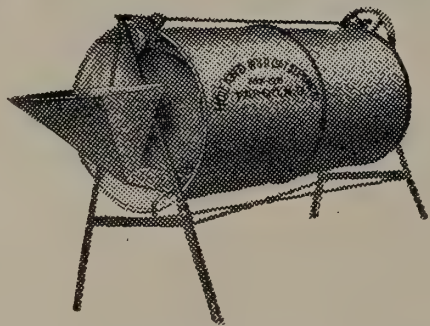
The objects of the combine are to supervise factory arrangements and the number and employment of workmen and to carry out all necessary inquiries as to stocks, production and sales; to assist in the acquisition and distribution of raw materials, the settling of prices and conditions of sale; to consult with the central offices on the placing of orders; to advise and co-operate in all questions relating to the control of production, import and export, conditions of work, and transition economy.

The members of the combine are divided into three groups: Manufacturers of machines for working the land, manufacturers of harvesting machinery, and manufacturers of machines for the preparation of fodder and utilization of milk, fruit and wine.

The whole industry in Austria is now under State supervision, which is exercised by government officials nominated by the ministers of Trade and Agriculture.

We don't want to kill any of life's joy, but the dealer who expects to sell tractors without laying in a demonstration machine is headed for disappointment.

## The "HOILAND" Wild Oats Separator



### The One Machine that Separates Wild Oats from Tame Oats and Other Grains

It does the work perfectly and is just what the farmer wants. No machine is more efficient for the purpose.

Let us send you full particulars regarding this machine. You'll find it a profitable line to handle. Write at once.

WESTERN CANADIAN DISTRIBUTORS:

**Cushman Motor Works of Canada, Limited**

Builders of light weight, high grade Gasoline Engines for all Farm Power Work  
DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

## BRADSTREET'S

Established 1849 Capital and Surplus, \$1,500,000

Offices throughout the civilized world. Correspondence invited

Executive Offices:

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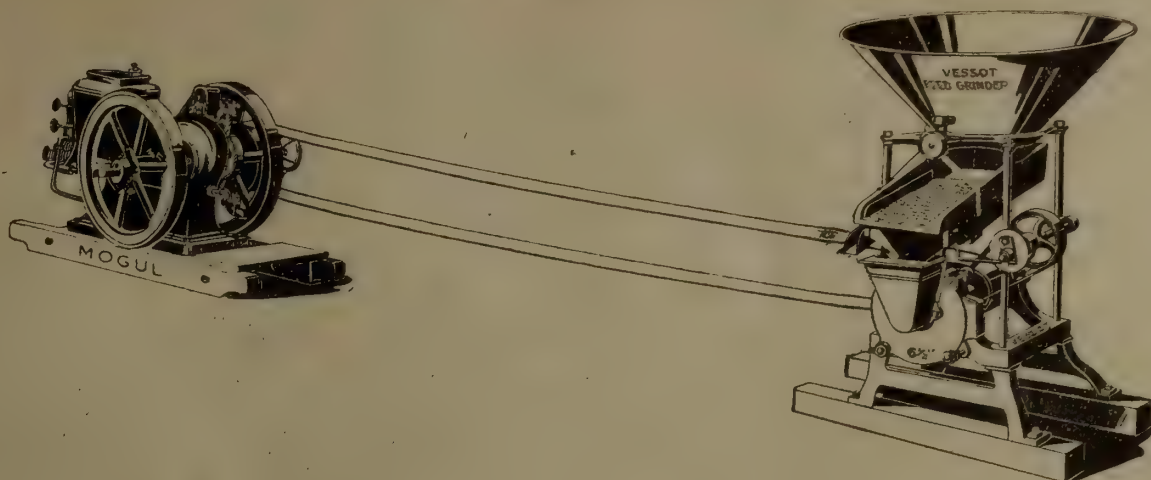
OFFICES IN CANADA:

Halifax, N.S.; Montreal, Que.; St. John, N.B.; Hamilton, Ont.;  
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Commercial Travellers' Building, WINNIPEG, Man.





## Have Your Customer Invest in a Vessot. You Cannot Do Him—and Yourself— a Better Turn

**Y**OUR customer can run a Vessot "Champion" Grinder just as well as any miller could. With it he can save the miller's profit on all kinds of grinding—flax, barley, corn, crushed ear corn, oats, wheat, rye, peas, buckwheat, screenings, mixed grain, or any kind of feed stuff, fine or coarse, as desired.



This grinder cleans grain as well as it grinds. The spout that carries the grain to the grinder is made with two sieves, a coarse one above and a fine one below. The coarse sieve catches nails, sticks and stones, but lets the grain fall through. The fine sieve holds the grain but takes out all sand and dirt. The grain passes to the grinding plates as clean as grain can be.

And it comes from the plates well ground. Vessot plates have such a reputation for good work that we have had to protect our customers and ourselves by placing the trade-mark "SV" on all our plates. Look for it.

To do its best work a Vessot grinder should be run by the steady power of a Mogul

Kerosene Engine. This makes an excellent combination for any dealer to handle. Then you have an outfit that cannot be beat for good work or economy, or dealer satisfaction. Write us a card so that we can send you catalogues of these good machines.



## International Harvester Company of Canada, Limited

### BRANCH HOUSES

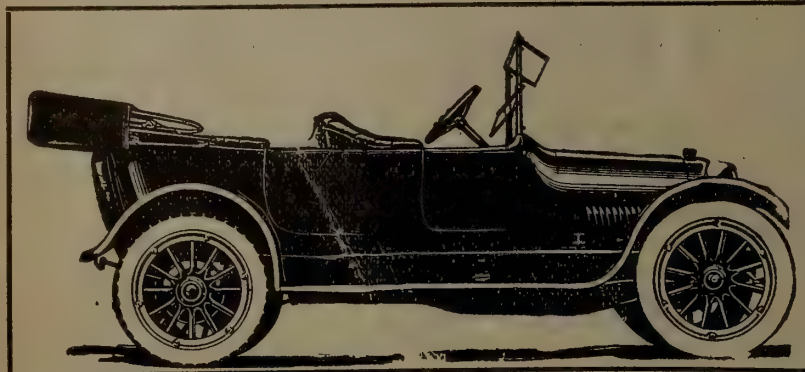
WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.

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# THREE CARS THAT CARRY DEALERS TO SUCCESS

## GRAY-DORT REO PEERLESS



QUALITY—STRENGTH—AMPLE POWER—SENSIBLE SPEED—REFINED APPEARANCE—REASONABLE PRICE—yet meeting the most exacting demands of the prospective buyer. These cars stand out as the most dependable "buys" in the automobile industry to-day. They combine the luxury features of the largest and most costly cars with the economy features of the smaller cars.

Production this season may be somewhat limited, but the demand for these cars will be enormous. Let us have your orders at once so we may supply you. A few choice dealers territories are still open. Write for our selling proposition. Full particulars by return mail.

**JOSEPH MAW & CO., LIMITED**  
FACTORY REPRESENTATIVES  
112-118 King Street Winnipeg, Man.

# The Lister Line

Will Make you more Real Money this year than any other line you can handle

## LISTER ENGINES

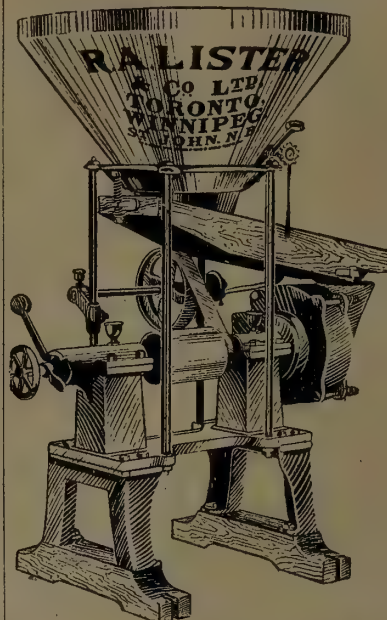
2, 3, 5, 7 and 9 H.P.

British built, and to the British standard of durability. The best materials and best workmanship. High tension ignition—no batteries. Automatic lubrication. Economical to run. Shipped complete with skids. Lister engines are what the farmer wants. Sell them this year and make money.



## LISTER GRINDERS

We guarantee Lister Grinders to grind more feed on the same power than any grinder of the same size on the market. Great capacity, easy running, never clogs. Handle all feeds with equal success. Strong reversible plates with worm force feed. Equipped with bagger attachment when ordered. Sold with or without base. Get our prices on them.



Is there a Lister Agent in your Territory? If not, get our Proposition, NOW.

### OUR LINE INCLUDES:

Lister and "Canuck" Gasoline Engines, Grain Grinders, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Sawing Outfits, Silos, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits, etc.

**R. A. LISTER & CO., LTD.**

WINNIPEG, MANITOBA

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QUEBEC, QUE.

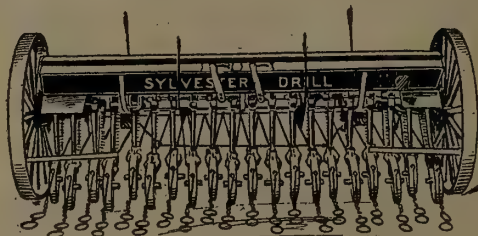
ST. JOHN, N.B.

# TUDHOPE ANDERSON

## "SYLVESTER" DRILLS BUILD TRADE

### DOUBLE AND SINGLE DISC OR SHOE

Sizes—14, 16, 18, 20 and 22 discs. 14 and 16 sizes geared from one end; 18, 20 and 22 sizes geared from both ends. Equipped with grass seed box when ordered. Double disc drills have rubber tubes; single disc drills steel ribbon tubes.



Rear View "Sylvester" 20 Double Disc Drill

### Different From Any Other Drill

Sylvester drills deliver the grain in FRONT of the axle, and on the downward turn of disc. This ensures even distribution of seed and uniform depth, also perfect covering.

### "Sylvester" Drills are Fully Guaranteed to Give Satisfaction in any Soil

"Sylvester" Drills are made especially for Western conditions. They ensure results and satisfactory yields. They plant the seed in the bottom of a packed seed bed and cover it. A hard and fast guarantee goes with every drill sold. Extra strong wheels equipped with scrapers; wide range of pressure adjust-

ment; special tilting device for regulating depth; very large grain box capacity—these are only a few selling features in the "Sylvester." They are profitable alike to dealer and farmer. Their reputation for good work makes sales easy. Let us tell you why the "Sylvester" will make you money this spring.

Now is the time to get Particulars and Prices of these Perfect Seeders

**TUDHOPE-ANDERSON CO., LIMITED**  
WINNIPEG REGINA SASKATOON CALGARY



# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 2

WINNIPEG, CANADA, FEBRUARY, 1918

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10 Cents)



## UNION BANK OF CANADA

Established 1865

HEAD OFFICE WINNIPEG  
Paid-up Capital ..... \$ 5,000,000  
Reserve Fund ..... 3,400,000  
Total Assets, over ..... 140,000,000

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Head Office Winnipeg

This bank, having over 305 branches in Canada, extending from Halifax to Prince Rupert, offers excellent facilities for the transaction of every description of banking business. It has correspondents in all cities of importance throughout Canada, the United States, the Continent of Europe, and the British Colonies. Collections made in all parts of the Dominion, and returns promptly remitted at lowest rates of exchange.

Winnipeg, Main St. Branch: R. H. BAIRD, Mgr. Portage and Garry Branch: F. J. BOULTON, Mgr.

## HAIL — FIRE — LIVE STOCK INSURANCE

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While in Garage or on Road

## CARSON & WILLIAMS, BROS., LIMITED

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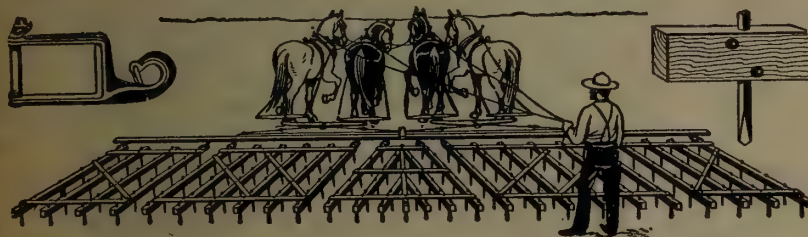
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## CASH TO LOAN

On First Mortgage Improved Farm Property

APPLICATIONS FOR AGENCIES INVITED

## Sell WATSON'S HARROWS



### WATSON'S BOSS WOOD HARROWS

These Harrows are made of seasoned hardwood. Each tooth securely set by two rivets. Fitted with malleable draw clevis. They are harrows of correct design, possessing exclusive features that make them easy sellers. Sizes—78 Tooth, 14 feet; 102 Tooth, 17 feet; 150 Tooth, 24 feet.

### WATSON'S BOSS STEEL HARROWS

Tooth bars are of angle steel, cross bars all channel steel. Teeth are held individually by steel wedges, are dagger shaped with the edges directly in line of draft. Are fitted with a pulley hitch evenner. Light draft, exceptionally strong. Sizes—101 Tooth, cuts 17 feet; 149 Tooth, cuts 24 feet.

## A Full Line of Repairs for Moline and Janesville Implements

Moline Plows (Best Ever, Good Enough, etc.) Moline Disk Harrows (Economy)

Mandt Wagons and Farm Trucks

Manure Spreaders (National and Mandt) Monitor Drills

Moline Engine Gangs

Adriance Binders, Mowers and Rakes

ALSO REPAIRS FOR

Janesville Plows  
Disc Harrows, etc.

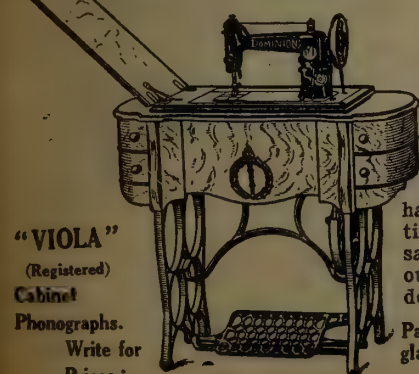
SEND US YOUR  
REPAIR  
ORDERS

*John Watson Mfg. Co.*  
LIMITED

CHAMBERS AND HENRY STREETS, WINNIPEG

## Sell "DOMINION" SEWING MACHINES

### A BIG PROFIT LINE



"VIOLA"  
(Registered)  
Cabinet

Phonographs.  
Write for  
Prices

"Dominion" Sewing Machines have a Canada-wide reputation for mechanical perfection, honest construction, efficiency and durability. In finish and appearance they are an embellishment to every home. The dealer who handles "Dominion's" increases his prestige and makes a good profit on every sale. Keep this business at home. Get our special catalog, warranty and liberal dealers' offer.

Pay us a visit during Winnipeg Bouspiel. We'll be glad to show you our complete Line, at corner of Princess and Notre Dame Avenue.

The Dominion Sewing Machine & Phonograph Company

300 NOTRE DAME AVE., WINNIPEG, MAN.

## WHY NOT USE HORSE SENSE?

Not a Horse or a Mule in Western Canada (if he could talk) but would tell you that he could do 25% more work if you would clothe him comfortably with "Horse Shoe Brand" Collars, Harness or Saddles.

Sold only by legitimate and honourable dealers all over Western Canada, and Manufactured in Western Canada only by

## THE GREAT WEST SADDLERY COMPANY

At WINNIPEG, CALGARY, EDMONTON,  
REGINA and SASKATOON.

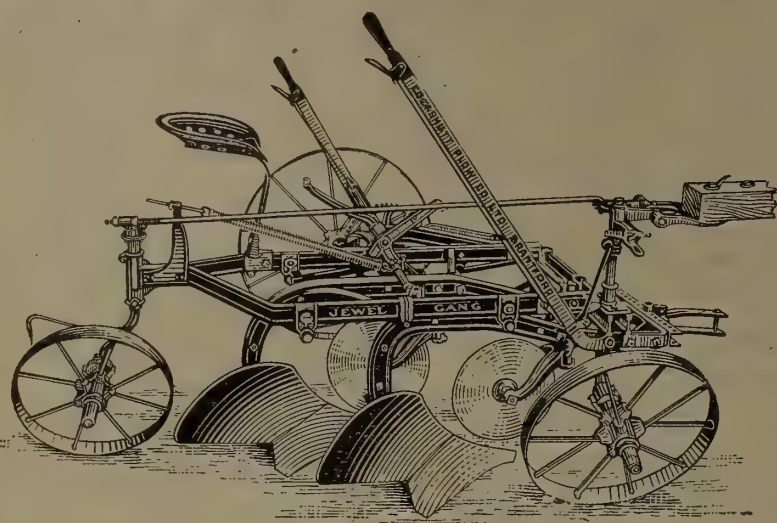
SEND FOR CATALOGUE AND PRICE LIST TO DEALERS ONLY

### SIDE LINES:

We sell wholesale, to the dealers only, Mitts, Gloves, Moccasins, Automobile Tires, Spark Plugs and Auto Accessories, etc., etc.



# COCKSHUTT PLOWS



NEW JEWEL GANG PLOW

FARMERS appreciate Cockshutt Plows, from the large Traction Plow with independent Bottoms, which first made large farming operations possible, to the small one-horse Plow on a ten-acre farm. There are many sizes and shapes intervening, each designed for the particular work it has to perform, but all are built right up to the Cockshutt standard of design and quality, and turn the furrow in the best manner to produce results. In breaking, the sod is turned over flat so the grass will rot and not cure into hay to hinder later operations. In stubble the fresh soil is not only brought to the surface, but is pulverized and mellowed in the operation, and makes a more productive seed bed.

## COCKSHUTT PLOWS MAKE GOOD

War measures necessitate a shortage of material. Send in your specifications early

## COCKSHUTT GRAIN CLEANERS

Never was there greater necessity to use "Seed Grain Cleaners." The boat loads of weed seed shipped each year from Fort William can be turned into good grain, if no more weed seeds are sown. Farmers appreciate the CLEANING qualities and SEPARATING ability of the NEW WONDER and are buying now. Send in your order and have the Mills in stock for quick delivery.



NEW WONDER FANNING MILL WITH BAGGER

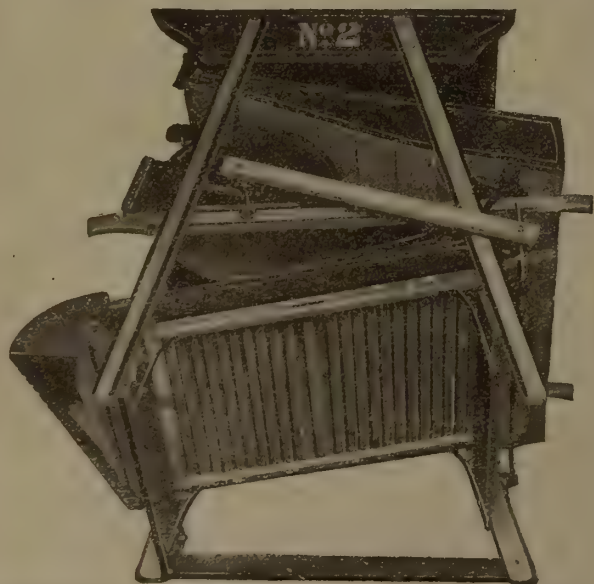
### Special Features of the New Wonder :

**ADJUSTABLE SHAKE ON SHOE**—It is the only Mill on the market with a graduated adjustment of the shake on the upper and lower Shoes. This is a very important feature, as more shake is required on the upper screens when cleaning dirty grain than when cleaning comparatively clean grain. More shake, too, is required when cleaning seed grain than grain for the market. Less shake is required on both Shoes when cleaning flax, grass seed, etc., than in cleaning wheat, oats or barley.

**AUTOMATIC FORCE FEED**—Can be regulated to operator's wishes by a hand wheel and feed screw. It stops or starts automatically when the Mill stops or starts—no further adjustment needed.

**SPECIAL CLEANERS** on the lower shoe brush the underside of the screen—keeping it clear so the last bushel is as clean as the first.

**ARRANGEMENT OF SCREENS** is such that it is almost impossible for wild oats to get through with the good grain.



UNDER CLEANERS ON NEW WONDER MILL *Full description of this machine is found in Special Folder*  
Send in names of prospective purchasers of Fanning Mills and we will send them a special letter and folder

# COCKSHUTT PLOW CO., LIMITED

WINNIPEG

REGINA

SASKATOON

CALGARY



# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 2

WINNIPEG, CANADA. FEBRUARY, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10c.

## Hitting the Tractor Trail for Bigger Business

The small farmer of 80 to 160 acres, given a moderate priced, light-weight tractor which can be operated successfully by one man—a tractor that will plow, disc, drill, run the mower and binder and do many belt work jobs, will be able to eliminate most of his horses. And, to go further, a tractor of this type will also solve many other serious farm problems. The work will be done more quickly and easily; much of the drudgery will be eliminated; the chores will be lighter and done earlier, and farm life generally be more pleasant.

On the tractorized farm, crops will be bigger and surer, because deeper plowing and more frequent cultivation will tend to eliminate crop failure. Farm life will be pleasanter and more inviting, and the farm boy will want to stay on the farm. Thus we might continue in detail what the light tractor undoubtedly holds even for the small farmer.

### The Size of Tractor

Referring to statistics on the subject, we find it stated that at least 90 per cent of all farms can be worked with two to four-plow tractors, taking 10 h.p. minimum and 20 h.p. maximum at the drawbar.

Various power demands on the farm exceed 20 h.p., and it is useful to have an engine delivering 30 h.p. The tractor engine that will do most of this work does not exceed 35 b.h.p. The remaining 10 per cent of the farms will require between 35 and 70 h.p. We are however chiefly interested in the ultimate engine for the 90 per cent and can therefore figure on engines of between 16 and 40 h.p.

In establishing these limits, authorities consider the increased tractor efficiency to be expected in the future, and also the low efficiency in some larger types of tractor. They allow 8 b.h.p. per plow for the most efficient construction and base their calculations on that figure.

### Choosing the Machine

While it would enter the realms of engineering to investigate con-

struction to any depth, the dealer who takes a tractor agency should thoroughly investigate the best tractor types to meet local needs. He should be able to recommend the machine with the greatest confidence, and should know that it will go out and do the work. In the future each tractor will be called upon to do faster and heavier work than ever before, so the machine to sell is the highest grade tractor having the greatest efficiency. To sum up the matter of choice, let us quote the words of a dealer who in the past three years has done a very profitable tractor business. This dealer says:

"I was pretty well satisfied that the line of tractors I had contracted to sell would cover the requirements of most of the farmers in my territory. To begin with, they were made and sold by a responsible organization with nearly ten years' experience in tractor building and selling, and with a reputation for square dealing and good service excelled by none. Their tractors sold for a price I knew the farmers could afford to pay. The price of each tractor in the line was less than the cost of the horses whose work the tractor was sold to do.

"I was careful also to be sure that the tractors could be used not only for field work but for belt work and hauling, also because I figured that nothing but a general purpose machine would prove satisfactory in this territory in the long run."

### What the Dealer Must Know

The present arguments in motor journals advanced that the auto dealer is the right man to handle tractors, are on the grounds that he has educated himself regarding the internal combustion engine so that, as an expert, he can give superior service. Yet we also have dealers who have been selling tractors and stationary engines for years, and they have little to learn as regards tractor experting. Many garage men are far from being "experts."

The whole question is one of service, and if the implement dealer is to handle tractors with profit he must strain every nerve to give the necessary service to his trade. He must understand the internal combustion motor, he must understand gas tractor construction, he must understand upkeep, he must be able to keep his customer's tractor in steady service without having to send to the factory for a man and keep the customer waiting several days in the busy season when minutes means money.

### Quality Construction Best

In the sale of the automobile we have a lesson as regards the price question. Many cheap cars have been sold on this continent, but the money the dealer made on the sale was absorbed by the service demanded. In like manner, the factor of low price is not one on which to base the choice of a tractor to handle. The machine of superior construction cannot be manufactured at a low price, consequently must have a good selling price. While we are on this question of service with the tractor, the dealer who has not the time to thoroughly learn the operation, repair and maintenance of the tractor should by all means have a man possessed of the necessary qualifications who can act as his tractor expert in connection with his business. In many businesses this is impossible, and it is our conviction that the dealer can do no better than attend one or two of the tractor schools held during the winter months by the various companies. This, coupled to study and a good text-book, will equip him for service.

### Build Trade in Winter

Assuming that the dealer has an expert knowledge of the machine and has a sample machine, possibly two in his warehouse, he should try during the winter months to hold a sort of miniature tractor school of his own. Farmers and young men can study the fundamental principles and operation of the machines; they can get a good grounding

as operators with the result that when they are on the market for a machine they buy from the man who taught them what they know of a tractor. The more these men know about tractor operation the less will be your service expense with every machine sold. Competent operation largely solves the service problem.

The dealer, let us assume, has carefully chosen his tractor line and has got a sample machine. He is thoroughly familiar with its mechanism and operation, so that he is equipped from a service standpoint. Through the local paper and by circular letter he has acquainted his customers with the fact that he is handling the X— tractor. All tractor concerns are ready to furnish a reasonable amount of printed matter, so the dealer should compile a list of tractor prospects and have literature mailed them. Then he is ready to actually sell the machines; he has to marshal his selling arguments.

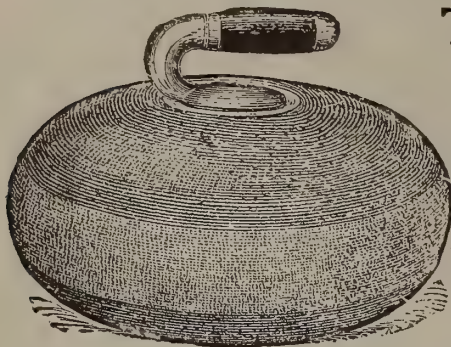
Quality of construction, power, freedom from trouble and what the machine will do are big factors. It should be shown the customer that tractor service is more important than auto service. An auto works to full-rated power only three per cent of the time, while a tractor carries full load 75 per cent of the time. Knowing what the farmer is going to expect of a tractor, you must have a machine that will fill the bill. Usually he wants a machine that will do heavy work and have a long life. A machine of freak design seldom has these qualities.

### Closing the Sales

The small tractor business should now be practically on a cash basis. If the dealer's price for the tractor is cash, or a good deposit with balance subject to sight draft attached to bill of lading, he requires prompt settlement. Having his money in the tractor he cannot wisely give longer credit than he gets. So much money is tied up in the

(Continued on Page 6).





Canada's greatest sporting event, the annual Bonspiel, held by the Manitoba Curling Association will this year be bigger and better than ever. The city council of Winnipeg recently passed a vote of \$2,500 to assist in securing the balance of the prizes necessary to complete the list offered for competition at the big tournament, and to help entertain the hundreds of curlers who annually visit the city to take part in the various competitions. While the curling council had gone ahead with its preparations for the bonspiel, it now feels that the success of the 1918 event is a foregone conclusion. An informal reception to all curlers will be held on Monday, Feb. 11th, at 8 p.m. The draw for the opening event, the Dingwall Trophy, will be made on that evening, while play will commence, and the first rock will be sent down at 10 a.m. Tuesday, Feb. 12th.

The principal events and the prizes are as follows:

## Thirteenth Annual Bonspiel at Winnipeg February 12-23

**Dingwall Trophy**—Silver cup, valued at \$1,000, also four oak cabinets of silver, value \$130. Three other prizes, value \$150.

**McLaren Cup**—Silver cup, value \$250, also four tea sets, value \$160. Three other prizes, value \$146.

**Purity Flour Challenge Cup**—Silver cup, value \$500, also four watches, value \$120. Three other prizes, value \$137.

**Walker Theatre Trophy**, value \$250, also four lockets, value \$125. Three other prizes, value \$150.

**Eaton Trophy**—Silver trophy, value \$350, also four silver-plated tea sets, value \$114. Three other prizes, value \$200.

**Hudson's Bay Trophy**—Silver cup, value \$250, also four watches value \$120. Second prize, four gold-filled watches.

**Dominion Match Trophy**—Cup, valued at \$250, also coffee and tea sets, valued \$275. Second prize, cut glass, value \$125.

**Robinson Trophy**—Silver cup, value \$250, and four cut glass sets, value \$125. Three other prizes, value \$150.

**Birks Trophy**—Silver trophy, value \$125, also four sets silver, value \$120. Three other prizes, value \$116.

**Lieutenant-Governor's Cup**—

Silver cup, value \$50, also four gold medals, value \$100. Three other prizes, value \$125.

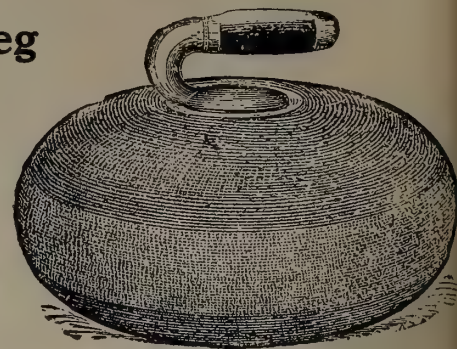
**White Competition**—(Veterans')—Four gold charms, value \$50; second prize, cut glass sets, value \$30.

**Fry's Cocoa Cup**—Silver trophy, value \$100; also four china sets, value \$60. Second prize, china sets, value \$40.

**Governor-General's Cup**—Handsome silver cup for grand aggregate, also four gold medals, value \$60.

During the Bonspiel a great many conventions and meetings will be held in the city. Several agricultural societies will meet in the Industrial Bureau. A full exhibition of made-in-Winnipeg products will be on view at the same location. The motor trade will hold a meeting, while at all the showrooms a special display of 1918 models will be made. As well as curling, a complete sports carnival will be held, including bowling tournaments, billiard tournaments, skating, hockey, dog races, tobogganing, etc. At all theatres a special Bonspiel bill will be a feature of the two weeks.

Daily during Bonspiel a series of poultry lectures and a poultry show will be held; on February 16 and 18, a swimming gala; on



Feb. 19, the Seed Growers' Association and the Beekeepers' Association will meet; also the Canadian Association of Horseshoers, Blacksmiths and Carriagemakers. The Manitoba Department of Agriculture holds a convention on the 20th and 21st, and the Manitoba Motor League a convention on the 20th February. Inter Military Hockey will be a big feature of this year's Bonspiel.

### Implement Concerns Hold Open House

As in past years, all the manufacturing and wholesale implement concerns in the city will put on special displays of their lines. Visiting dealers are invited to make the various houses which they represent their headquarters, and both from a pleasure and business standpoint, dealers who are in the city during Bonspiel should have a pleasant and profitable vacation. Winnipeg will do its best to show you a good time, so pack your grip and come on in for Bonspiel.

## Retail Lumbermen Hold Convention

During the last week in January the Retail Lumbermen's Association held their annual convention at Winnipeg. For the ensuing year W. McIlrath, Radville, was elected president; Charles Lee, Winnipeg, vice-president; and N. G. Neill was re-elected secretary-treasurer. The 1919 convention will be held at Calgary. Many important discussions on the future of the retail lumber trade took place, while J. F. Williams of the West Coast Lumbermen's Association, Seattle, gave an address on how to increase the demand for cedar shingles.

Senator Frank A. Chase, of the National Builders' Bureau, spoke on the relation of the lumbermen to the nation, while T. N. Witten, Trenton, U.S., gave a splendid address on the development of the community—a subject on which he is one of the best speakers in America.

A resolution was passed asking the railway commissioners to permit, in cases where cars were unloaded in less than 48 hours, to credit the difference in time on

cars that were unloaded in less than 96 hours. It was believed this would encourage shippers to unload more quickly.

### Terms of Sale

The standardization of selling terms came in for much discussion. Suggested standardized terms of sale for the retail lumber dealers were as follows:

That "cash" meant cash on delivery, while "credit" shall mean no longer than 90 days. No credit shall mature later than November 1st. A cash clean up to be made within the year, or no further credit shall be extended the customer. Business in November, December, January, February and March shall be on a cash, or within 30 days' basis. Interest at 10 per cent shall commence after 90 days, and a note should be taken at that time. For cash on delivery, a 5 per cent discount shall be allowed off all material on bills up to \$300. That for cash on delivery, an extra 5 per cent shall be allowed on bills over \$300 was another recommendation endorsed by the con-

vention. A very large attendance of lumber dealers was in evidence at all sessions of the meeting.

### Keep a Card Index

Some dealers seem of the opinion that the term "prospect list" is formidable, especially if a "card index" is mentioned in connection. They immediately think of big filing cabinets and miles of red tape. Yet a prospect list, in card index form is a very simple addition to the office of the average dealer.

A card index equipment costs a few dollars, at the outside; cards can be specially printed in any desired blank form. Thus, the dealer can draw up a blank form designed to furnish just the information he desires, and nothing more. The process of posting up the index card may take fifteen minutes a day, but shouldn't consume a minute more; and will probably average less.

The best way to devise such a list is to study that used by some other merchant, or look into the system used by one of your jobbers when you visit them. Ideas

can be secured so that you can plan a very simple system suitable for your own requirements. There should be a card for each individual prospect. These cards may be filed under guide heads, each devoted to a single implement.

Thus in the card index file there would be one section or compartment devoted to binder prospects, another for wagon prospects or vehicle prospects, and so on. On the card can be entered the name of the prospect, what implements of the type dealt with he has, their age and probable date of replacement, and other facts. In a final section prospects can be filed alphabetically, according to name, and on the individual card can be shown facts concerning the acreage, stock owned implements, etc., of that individual farmer. From such a card index the requirements of your territory can be kept closely in touch with, while you have always a ready list to whom appropriate and seasonable literature can be sent.

Horses are getting scarcer and the breed of tractors is improving. Of course! That's progress.

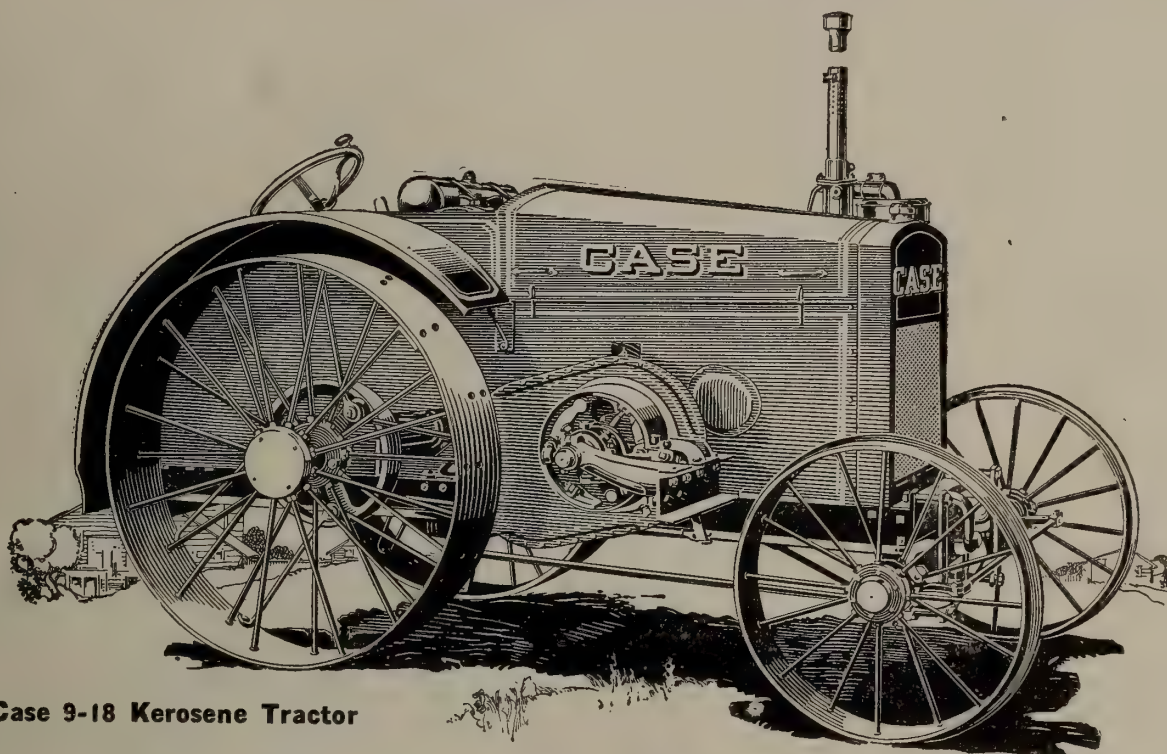




Founded  
1842

# CASE

Famous  
the  
World  
Over



Case 9-18 Kerosene Tractor

## A Tested Tractor Is Easier to Sell

**M**OST dealers know that. Farmers insist that it is costly to experiment. Case has an experience of 76 years in the power-farming field and this experience has taught us that our policy of selling only tried and true products is right.

Case Kerosene Tractors have been in the process of development for 26 years, and when you sell one you know your customer is getting a tried and proven tractor. He does not have to experiment.

From official tests and from records kept by

*We suggest your writing to find out if an opening exists in your community*

**J. I. CASE THRESHING MACHINE CO., Inc.**

(FOUNDED 1842)

968 ERIE STREET

RACINE, WIS.

Canadian Branches: Calgary, Edmonton, Winnipeg, Brandon, Regina, Saskatoon  
Eastern Canada: Canadian Fairbanks-Morse Co., Limited, Toronto and Montreal

thousands of farmers owning Case Tractors, it is now an established fact that Case Tractors are most economical in the long run. The cost of fuel per acre is low and upkeep at a minimum. We will be glad to furnish you and your customers the evidence to prove these facts.

Case Kerosene Tractors come in four sizes: 9-18, 10-20, 12-25 and 20-40. So there is a size for every farm.

Although there are few changes in our 9000 dealer organization, once in a while such an opportunity exists for keen business men.

**FREE  
Books**

**Send For This Descriptive Printed Matter—All Free**

Below are listed the different series of booklets and folders. Tell us which interest you.  
Kerosene Tractors      Grand Detour Plows      Hay Balers      Road Machinery.  
Steam Tractors      Threshers      Silo Fillers      Automobiles  
Or, if you wish, ask for our General Catalog, describing the entire Case line. It is free.

**Write  
Today**



### Hitting the Tractor Trail

(Continued from Page 3).

tractor that neither the manufacturer nor the dealer should be expected to finance the purchase further than relates to the immediate sale and transfer of the machine.

If the farmer wants accommodation, let the bank accommodate him. Banks assure us of their interest in increased production. Let the farmer prove their sincerity. Further, the farmer who has paid all cash, or half or three-quarters cash for his tractor, is likely to take a greater interest in it, and require less service than the man who bought on long credit.

We need say little as regards the necessity for the tractor. Shortage of help, the high cost of feeding horses, the time saved by tractor farming—a score of arguments for the use of this modern farm power are on the tip of the tongue of every tractor dealer. A good machine, bought right and sold right, by a man who is thoroughly competent in seeing that it goes right, and the path to profitable tractor business is not a hard one to travel. That tractors as a line are a profitable issue for the implement dealer the records of thousands of implement men all over America has proven to the hilt.

### The Valuable Silo

The more comfortable a cow is kept, the less energy she will expend in trying to make herself comfortable. The more succulent, palatable and more easily digested the quality of the food furnished, the less energy the cow will have to expend in the mastication, digestion and assimilation of her food.

In spring and early summer it is easy to keep the cow comfortable and provide the necessary food, of the right quality, but as the summer advances, the grass becomes dry and unpalatable. The up-to-date dairyman then supplements his pasture with soiling crops or silage. The dairyman who depends entirely upon soiling crops may be handicapped by drouth or other adverse conditions, but if he has a silo, as a reserve to draw upon, he can at all times furnish the desired succulence and variety to maintain a steady and continuous flow of milk, regardless of weather conditions.

The silo bears much the same relation to the dairyman that the can or glass jar does to the thrifty housewife, providing a reliable source of succulent, palatable, easily digested and nutritious

food, during the winter or when the summer drought has dried up the pasture.

Various materials are used for silage. Good, green succulent food securely packed in an airtight silo should be available at any time, winter or summer, in the same condition that it was when it was put into the silo.

### Dairying in Manitoba

An increase of \$1,412,016 in the value of dairy products from the farms and dairies of Manitoba for the year 1917 as compared with 1916 directs attention once more to the great strides made by this industry in the past few years. Statistics show that while a considerable part of the increase in value is due to higher prices received by the producer, there has been a very great increase in actual production, especially in the item of creamery butter. The increase in 1917 over 1916 was close to one million pounds, the figures showing 7,526,356 pounds for 1917 and 6,574,510 pounds for 1916. As against this, there is shown a decrease of 443,774 pounds in dairy butter, which is but one of the signs of the times and to a considerable extent the direct result of the work of the dairy section of the department of agriculture in educating the farmer to realize the increased profit there is in creamery butter. Cheese showed an increase of 213,159 pounds, with increase in total value of \$52,434.

During 1917 over two million pounds of creamery butter were exported from Manitoba, a change since 1912, when the province imported 55 carloads of that commodity. Conditions in Manitoba show that the dealer has a wide field for the sale of dairy equipment of all types, and in this line a steadily increasing demand is evident.

### Getting Separator Trade

In planning an intensive separator sales campaign, De Laval Monthly states that the method pursued depends largely upon conditions in the individual territory. The widest publicity possible should be given the dealer's name, by local newspaper advertising, cross road signs and other means which associate the name of the separator with that of the agent. A user's sign conspicuously tacked up on the premises of each present user of

the separator is a good publicity method.

Attention should then be given to stock of separators, which should not only be sufficient for demonstrating purposes but as many of each size as may be necessary to meet the immediate requirement at any time. Those that are set up for show should be clean and bright, well oiled and in good running condition, with every part of the machine in proper place on the machine. The supply can should not be filled with a mass of old papers and other useless material. A reasonable supply of the various

It must be understood that no building project, whether it be residential or commercial, is ever undertaken until an adequate water supply is determined upon, so that pumping machinery is a vital necessity. It is not a luxury, and the dealer not being well stocked to meet the constantly growing demand is bound to find himself in the position of losing the trade on other material by not having what his customer demands.

Pitcher pumps and set length pumps are probably the most important items to the dealer. As "filler" lines these have always



And their Owner is a Prospect for a New Separator

kinds of De Laval booklets and other advertising matter should be neatly placed near the separator, always discarding any that may be soiled or torn.

### Pushing Pump Trade

In a great many areas the dealer could do much to increase his revenue by taking a greater interest in the sale of pumps for both stock and domestic use. Too often this trade is being diverted largely through inattention, to the local hardware store or M.O. concerns. This should not be so, for the farm equipment dealer is the logical man to handle pumps of all types.

The farmer is a big buyer of hand pumps. Never before has he had so much money to spend. He is willing to expend a fair share of his revenue on improvements; he must have water—lots of it—and still more water, as he increases his acreage and branches into live stock farming. To the modern farmer pumps are an essential, and the well-stocked dealer will find this line a very profitable issue in almost any territory.

sold at a low price, in fact, the manufacturer, it is said, has made but little from them. And in this line the mail order concerns do a good trade. At even present prices the dealer who buys his pumps for cash, and sells them on the same basis, which should be an easy matter nowadays, can sell his trade at a price that will meet any external competition, while giving the farmer a better grade article.

All lines of pumps appear at present to be well worth the consideration of the trade, and dealers can be recommended to buy at present prices for at least the first half of the year, or possibly more. All stocks should be kept up well, for, although the pump manufacturers have exercised great foresight as regards raw material, transportation difficulties in the future might make it hard for dealers to replenish their pump stocks. As a line, pumps should make no small addition to the yearly income of the average implement man, granted he puts the sales effort into them that he expends on lines which possibly do not pay him a greater return.



# DE LAVAL

## Gets the Business

**T**HERE'S a new word in all the papers these days—"Camouflage."  
That's French for "Something that tries to fool you."

Don't let anyone fool you on the cream separator situation—words are only words, claims are only claims, pictures are only pictures. Just remember this:

De Laval gets the business.

De Laval has been the leader for nearly forty years, and the gap between De Laval and the next one behind—a long way behind—is constantly growing wider with the years.

De Laval is getting more of the business.

And if you ever tried to sell some other separator in competition with a live De Laval agent, you know which separator will get most of the business every time.

The superiority and splendid reputation of the De Laval, the years of dominant De Laval advertising, the unequalled De Laval service organization, the numerous De Laval selling helps, and the "square deal" De Laval policy—

These are what get the business for the De Laval agent.

*There is no better time than right now to send in your application for a De Laval contract. There is cream separator business all around you. You can get more of it, and make more profit on it, with the De Laval than with any other separator.*



### THE DE LAVAL COMPANY, LIMITED

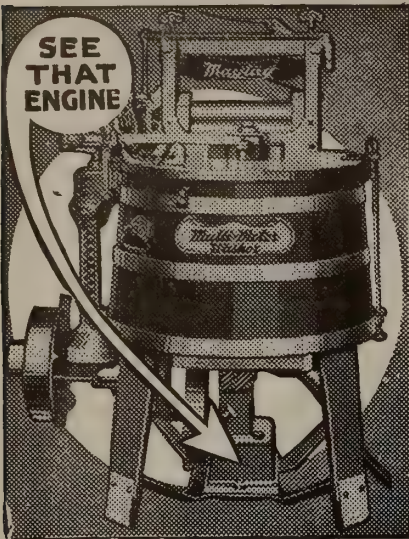
LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA

Sole manufacturers in Canada of the famous De Laval Cream Separators and Ideal Green Feed Silos. Alpha Gas Engines, Alpha Churns and Butter-Workers. Catalogues of any of our lines mailed upon request.

WINNIPEG VANCOUVER MONTREAL PETERBORO  
50,000 BRANCHES AND LOCAL AGENCIES THE WORLD OVER







## To the Retail Dealers of Manitoba and Saskatchewan

We may not have the best line of Washing Machines on the market in Western Canada, and again, it is just possible that we have. There is no question but what it is the best advertised line, and there is no question but what we sell more washing machines than all other makes combined—and then some! There is a reason for this. It is not hard to guess what it is.

Our Hand or Combination machine is in a class by itself. When operated by hand it runs easier than any washer we ever saw. It has a pulley in addition so that it can be operated with a gasoline engine.

The MAYTAG POWER WASHER is strictly a Power Machine. It is equipped with the Swinging Reversible wringer and a patented quick release, which feature alone is appreciated to such an extent by the users that it practically sells itself when shown and explained.

There is but one MULTI-MOTOR WASHER in the world, and that is the MAYTAG. This is the machine with a half-horse engine attached, as shown by the cut at the top of this column. We sell this machine to but one dealer in a town. Between five and six hundred hardware and implement dealers now hold our contract.

Then there is the MAYTAG ELECTRIC. We equip it with a proper electric motor so that it can be used not only in the cities, but with any of the private lighting plants. It has the Swinging wringer and quick release.

We furnish the Dealer with all the best, up-to-date advertising matter he can use to advantage. In other words we take care of the Dealer going and coming.

Our office and warehouse is on the corner of Logan and Arlington. When in the city, get on a Logan West car at Main St. and Logan Ave., and in five minutes you step off right at the front door and the latch key is on the outside.

The year 1918 will find us, as in the past, headquarters for Thresher supplies, as well as for the RUTH Self Feeder. Our 1918 Commission Contract is ready—you better see about getting yours when in the city. If you are not coming to the Bonspiel, drop us a line.

**The Maytag Company**  
Limited

WINNIPEG :: MAN.

## Sharples Sales Convention Brimful of Enthusiasm

The Sharples Separator Company, West Chester, Pa., held the biggest sales convention they ever had, from December 31st to January 4th. Nearly 200 of their branch and sales managers, as well as salesmen, were called in from the entire country for the purpose of discussing sales plans for the coming year.

Perhaps the most important point brought out by the several speakers, as well as by the discussion of the salesmen, was that 1918 would see an unprecedented demand for Sharples Separators and Sharples Milkers and that the dealers must be prepared to meet this demand. The saving of butter fat is doubly important in these days of food conservation, and, since, says the company, Sharples saves cream thrown out by all other separators, it is logical that the universal use of Sharples Separators would save vast quantities of butter fat—about eighty million pounds, to get down to figures.

It is worthy of note that a number of salesmen brought out the fact that some of their more foresighted dealers are ordering separators and milkers six to twelve months ahead of their actual needs. They evidently believe in the maxim, "A separator on the floor is worth two in the factory." Another point of interest brought out during the convention was that the salesmen were instructed to influence their dealers and, through the dealers, the greatest possible number of farmers, that they get their orders in as early as possible in order to get what they want.

The remarkable endorsement by the French and English Governments of the cream-saving features of the Sharples Suction-feed Separator and the labor-saving feature of the Sharples Milker was also brought to the attention of the salesmen. In spite of the scarcity of shipping space to Europe, both the English and French Governments have seen to it that the largely increased orders for Sharples goods to these countries are given shipping space promptly and, in some cases, they have taken precedence to ammunition.

That the American Government is fully aware of the great

importance of dairy supplies in war times was shown by the fact that it has placed them on the B1 priority list, which means that shipments will be taken care of by the railroads next to ammunition.

The Sharples travelers left the head office and factories with a very strong conviction that their most important work during the first months of 1918 would be to pass along to their dealers and farmers all these important points, so that nobody would have to suffer disappointment by non-delivery of goods.

The sisal situation seems to have subsided from a seething to a simmer.



Sharples Salesmen in Convention at the Factory, West Chester, Pa.

## Increasing Washing Machine Trade

Warm summer days are coming when washing becomes more of a drudgery for womankind than ever. Summer and its light dresses increase the family wash, and summer is the season during which the washing machine dealer can most profitably push the sale of hand and power washers, and can by so doing relieve women of the monotonous slavery of wash day. Start a campaign now.

In the selection of a line of washers to handle, it is wise to choose a make backed by a good company, a line with a reputation, and which has been advertised to the farm home.

Experience has demonstrated the fact that the dealer who makes a real success of the sale of washers is the one who selects a line of high grade goods and confines his efforts to one make entirely. A dealer cannot sell every prospect a certain make of washer, but he can concentrate all of his efforts on one brand; have less investment in stock by reason of that fact; can get better acquainted with the particular line; have less samples to confuse the prospect and in four times out of five will make the sale.

The margin of profit resulting from the sale of high grade washers is quite satisfactory to the dealer and in many cases much greater than on many of the staple lines. In selecting a line of washers, the knowing dealer will carefully consider the merits of the goods as well as the cost thereof, as the merchant who buys machines on price alone is quite likely to find himself without another argument to urge their resale. Neither reputation nor money can be made by handling goods that have nothing to recommend them save the price. A fair price is a recommendation for any article, while cheapness almost condemns it in many cases.

To demonstrate power washers, a line shaft will be necessary to achieve best results. The electric washer demand, in the country at least, is not large, but the farmer in most cases has a small engine that can help in the weekly wash-day. One popular make of washer has an engine incorporated in its design, so the power problem is solved right away. Hand and power washers displayed, coupled with demonstrations by a good saleswoman are invariably productive of good sales. Almost every housewife is a prospect, and few indeed are the women who have not a wholesome dread of wash day and the labor it involves. The alert dealer profits by this dread, and by doing so takes a burden from the life of the over-worked farm women.

## Aultman-Taylor Threshers

The "New Century" separators, manufactured by the Aultman and Taylor Machinery Co., Mansfield, Ohio, will in future be sold direct by the manufacturers through their branches at Calgary and Regina. For several years this line has been sold through the International Harvester Company of Canada. Repairs will be carried also.



# Get Your Separator Orders in—Now!

Butter fat is commanding a higher price than ever before. Conservation and the elimination of waste is doubly important this year. That's just why the Sharples Suction-feed Cream Separator is selling bigger than ever—because it is the **ONLY** separator that automatically **prevents** all cream losses, no matter how fast or how slow you turn it.

Dairymen all over the U. S. **know** of this big cream-saving feature of Sharples—we have educated them thru extensive space in practically every farm paper. They **know** that they can **NOT** afford to be without a Sharples. Any member of the family can turn a Sharples and still get **all** the cream—mighty important in these days of scarcity of hired help.

Now is the logical time for you to sell separators while other farm implements are not moving, while farmers and dairymen have plenty of time to listen to your sales-arguments.

## SHARPLES SUCTION-FEED CREAM SEPARATOR

And don't forget this: It is getting more difficult every day to obtain materials and make shipments. That frequently means **DELAY**. The fore-sighted dealer will order his separators right **NOW**. You can **NOT** sell separators unless you have them on hand to demonstrate.

The Sharples contract is the most attractive we know of. Not only does it offer a Quantity Bonus, which will earn you a nice little check, **in addition to your regular dealer commissions**, but our system of discounts is exceptionally favorable to you. Our Spring Dating Terms enable you to order now and make payment May 1st—the maturity date. Write us—today!



## SHARPLES MILKER

—is also going to sell bigger than ever this year, on account of the national shortage of farm labor. Farmers and dairymen are losing their hired men and are being forced to do their own milking, and the only way they can handle it is by installing a milking machine. The big reasons why you should sell Sharples are: (1) It is the world's fastest milker—official tests have proven that it is from 23% to 58% faster than others. (2) It is the only milker with a positive squeeze—absolutely necessary to keep the teats in perfect condition. The same attractive dealer contract applies to the Milker — write today.

**The Sharples Separator Company**  
West Chester - - - - - Pa.

Branches: Chicago San Francisco Toronto



## Case Tractors on the Firing Line

The J. I. Case T.M. Co., Racine, Wis., has sent hundreds of tractors to Europe to help defeat the vertically moustached gentleman at Potsdam. Former Case employees by the score are at the same job, their tools being a rifle and bayonet. Manager J. Redden, general agent for the J. I. Case Co. at Winnipeg, received the following breezy letter from

six inches deep and doing a great job.

"Well, John, I am awfully glad to see the J. I. Case T. M. Co. represented in this big affair, and am proud of this wonderful little tractor. She is a ripper! You should sell one to every farmer who works a half section or more. If you have any circulars in connection with it I would like to



Case Tractors—"Some where in France."

718098 Private J. R. Frank, who was at one time a salesman under him at the Winnipeg branch of the Case organization, and is now in the Forestry Corps of the Canadian Army "somewhere in France." Private Frank's letter says in part:

"While sitting in my dugout close to the lines and within range of the Hun guns to-day I heard a humming that seemed to be quite familiar, so I went up to investigate, and on tracking the cause to its lair what did I find but two old friends in the shape of Case products. They were 12-25 gas tractors pulling three furrow gang plows, manned by French soldiers in uniform. Lord, Jack, it was like meeting a long lost friend, and it brought back many pleasant recollections of our victories over the opposition in the thresher field. It struck me that those victories in commerce were achieved in those days just as the victories in this field are, by the sand and grit of the salesman, backed by superior machinery. The allied soldiers have the grit and the various governments are supplying them with the superior machinery and it is certainly showing great results.

"Those little Case engines are just as much instruments of war now as any big gun or battleship. They are doing a great work and all the French soldiers who were handling them could say was 'bon bon' with many waves of the hands to show their appreciation. They are plowing about

look them over. Can you not put me on the list of prospects?"

"No pens or desk here. Write on a board or our knees. Regards to Jack Atkinson if you see him and Noel Rutledge, or Cannon.—Yours sincerely, 718098 Private J. R. Frank."

### Conditions in Binder Twine Business

The Food Administration Department of the U.S. Government recently issued the following memoranda, which we give in part:—

"The United States Food Administration has arranged to control the binder twine output of this country during the 1918 season. Voluntary agreements have been entered into between the binder twine manufacturers and the Food Administration centralizing the buying and eliminating competition.

"As a consequence of war activities, high freights and similar causes, the price will not be as low as in past years, but will be a reasonable price based upon the cost of the raw material—over which the United States Food Administration has no control—plus reasonable differentials for manufacturing.

"It is unquestionably a fact that the price of binder twine would have been much higher than it will be but for this control. Dealing as a government department for the entire binder twine industry with the company supplying sisal, the Food Administra-

tion has made advantageous arrangements, tending to stabilize prices, prevent undue advances, and eliminate speculation, waste and hoarding."

So far as it goes the above is possibly all right, but since the conference between the Mexican sisal monopolists and the U.S. Government, which took place last September, no clear statement has been given to the binder twine trade as to the results attained. In answers to an enquiry by Cordage Trade Journal (New York) the Food Administration merely stated that it had "taken control of the importation and distribution of sisal fibre, and by voluntary agreement with the several binder twine manufacturers of the country arranged for an adequate supply of binding twine for the next harvest."

A later government report states that it is the intention of the U.S. authorities to take action looking to the control of the purchase and distribution of manila hemp.

### Future Outlook Vague

The factors mentioned by the government as influencing the price of twine have always been in operation; what would reduce the price of twine to benefit the consumer would be a reduction in the price of sisal fibre. No such reduction has been made, and apparently we may not hope to see any. Beyond the fact that profiteering will not be allowed, we get little comfort from a scrutiny of the situation. In short, neither manufacturer nor wholesaler know where they stand as regards the future of the twine business.

Last year the small merchant carried over less twine than usual; manufacturers and jobbers rather more. While the price of fibre has not been fixed, all orders for same from manufacturers must pass through the food administration at Washington, while the amount of material furnished to each manufacturer is to be strictly confined to his actual requirements, and only a limited supply will be sold at any one time. Since the close of last season some U.S. sales of twine have been made at 24¾ cents, but it would be impossible at this time to predict what the price of twine will be. All sisal fibre bought since last August has been on the basis of 19¼ cents, New York.

To show the advance in sisal fibre, the following prices from Cordage Trade Journal are illuminative. The prices are as at the middle of January in the years indicated; as carload lots,

f.o.b. eastern factories:

January, 1911, 4 cents; 1912, 5¼ cents; 1913, 7½ cents; 1914, 5½ cents; 1916, 7¾ cents; 1917, 14½ cents; 1918, 19¼ cents. Curtailment of production has already been caused by the uncertainty of fibre supply, while scarcity of labor further hampers production possibilities. No relief is probable from other sources of raw material supply than Mexico. Manila is now being quoted at from 27 to 30½ cents per pound. It would seem that in the U.S. some governmental action is necessary in the immediate future if the farmer is to be assured adequate twine for the 1918 crops. That the price will be considerably higher than last year's seems very probable.

### Pushing Separator Sales

The best way to sell separators is to go out and dig for prospects. It takes work, but where is there anything in the farm equipment line which can be sold any other way?

Where is there a more profitable line? A dealer can get the agency for a good line of separators and control an entire area.

There are many methods which the dealer can adopt in pushing separator sales. Manufacturers as a rule extend valuable assistance. There is plenty of literature available for the dealer. The services of an expert separator man can nearly always be obtained and the dealer can put on a campaign in his store. He can ask the farmers to bring in their milk, or can buy milk and separate it in his store during a demonstration.

The most effective method, however, is a canvass. Let the dealer take a separator with him to the home of a good prospect. Let the dealer assist during one separation, and then leave it for the farmer, his family and hired help to work with a few times. Few sales are ever lost when this procedure is followed.

### Twine Profits in Great Britain

The implement agents in Great Britain are very dissatisfied with the regulations regarding government control of binder twine. The authorities set the price for twine and allow the dealer a profit of only 5 per cent. Since in the United Kingdom the overhead expense in an implement business is about 15 per cent, the dealers look like taking a loss of about \$50 on every ton of twine they handle. They are appealing to the government on the subject.



# THE VIKING

Stands for Profitable

and

# CREAM SEPARATOR

Permanent Business

During the past year over 180,000 Viking Cream Separators were sold in countries all over the world. Hundreds of the best dealers in the towns that have the agency for the Viking Cream Separator *have done greater business and added profits to their books.*

For the Viking is a better Separator selling at a lower retail price and affording a *larger percentage of profit with less investment.*

This year the increased demand for butter-fat has naturally increased the demand for separators. It is *your* opportunity to realise larger profits on this added business by handling this superior separator selling at our extremely low retail price.

The Viking Cream Separator is made in the largest separator factory in the world from the choicest of tool steel and other materials. It is constructed by separator experts.

## 1,000,000 IN USE ALL OVER THE WORLD

The merits of the Viking have been recognized the world over. The Viking Cream Separator is sold and used in all parts of the world.

This is a demonstration of Viking superiority. Despite its low price, it is a separator unexcelled by any. The Viking has great capacity, it is sturdy and durable, easy running and simple to clean and skims as close as any separator made. It is fully guaranteed.

A complete advertising plan has been prepared to help you to sell the Viking. Write us immediately for full particulars regarding our attractive agency proposition, to the nearest warehouse.

*Prompt Shipment from our Canadian Warehouses a feature of Viking Service.*

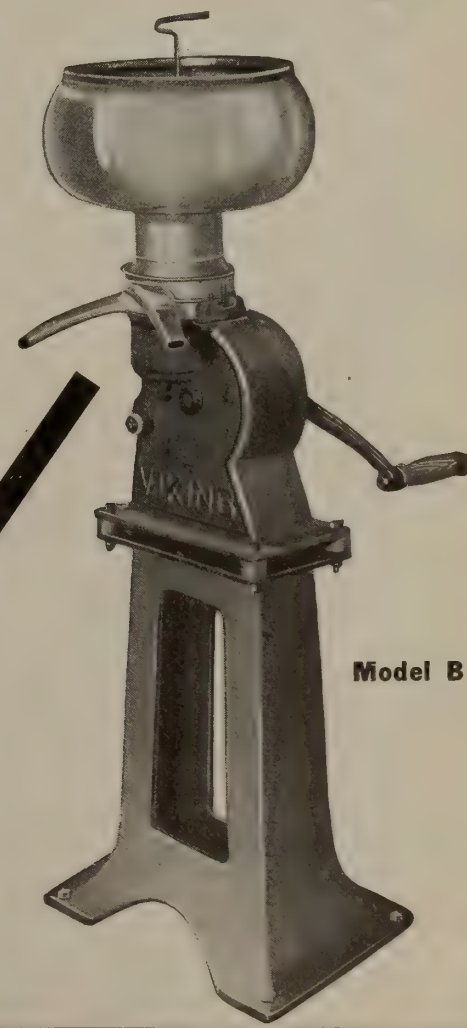
# VIKING CREAM SEPARATOR

Representatives :

For Manitoba—  
**JOHN WATSON MFG. CO.**  
311 Chambers St., Winnipeg, Man.

For Saskatchewan—  
**BERT CONWAY**  
Box 33, Regina, Sask.

For Alberta—  
**CANADIAN WESTERN  
MFG. & SUP. CO.**  
Calgary, Alta.



Model B



## The Importance of the Silo to Agriculture

The silo means not only re-establishing the beef industry but the fertilization of worn-out soils without enormous expenditure for commercial manures. Give the steer a generous ration of corn silage, some grass, straw or hay and a little nitrogenous concentrate and he will do the rest. A crop of corn to go into the silo can be raised almost anywhere, and each crop fed will swell succeeding fields.

The enormous areas of unoccupied land, on which cattle roamed at will, or the settler cut his year's supply of native hay, to a large extent met the fodder problems of Western Canada for many years. With closer settlement and more intensified agriculture, however, a change is coming about. Particularly on account of the rapid advance of the dairy industry the farmers are more interested in the various means of caring for their herds, especially during the winter months. The silo has been found to solve one problem, and is making its appearance in many parts of the country.

Supt. G. H. Hutton, of the Dominion experimental farm at Lacombe, Alberta, claims that winter silage is one of the best means of keeping the farm stock well fed during the winter and has solved the problem of securing succulent feed for the dairy cattle.

In his report, Mr. Hutton says that the growing of roots has met with many objections, among them being the high cost of labor and the difficulty of storing. Where these difficulties can be overcome, roots add materially to the rations for the dairy cow and are a means of increasing milk production in its first flow and maintaining a higher dairy average throughout the winter months.

He believes that the solution lies in the silo, since it can be erected at a comparatively low initial cost, considering the tons of material that can be stored, and considering also that silage can be made from peas and oats, or oats alone, a crop which can be universally and successfully grown and which will yield a green weight of from eight to twelve tons per acre. The crop intended for the silo is cut while the oats are in the milk stage and is at once run through the cutting box and cut as fine as possible, going into the silo absolutely green. It is important that the silage be thoroughly tramped. A silo 30 feet high and 12 feet in diameter will hold from 80 to 90 tons, according to the amount of moisture in the crop at the time it is cut. Oat straw is usually fed in conjunction with the silage.

### "Langleyized" Farming

The Hon. G. Langley, minister of municipal affairs in Saskatchewan, proposes that the Union Government commandeer a million acres of prairie, buy 3,000 tractors and operate them by conscripting all auto owners, elevator men and implement agents. He would also mobilize a service corps of blacksmiths, cooks and orderlies. The land broken would be turned over to returned soldiers after the war. Quite a

scheme! We would first, however, need an investment of some six or seven million dollars for the tractors—if we could get them. The conscripted implement dealers could hardly serve their communities while on the tractor firing line, and how in heck is the farmer going to get his shares sharpened and horses shod when you mobilize the blacksmiths on that million acres? Can it be done, George, we wonder?

### Tractor Development and Requirements

The problem of tractor production is complicated because of the wide variety of uses to which these machines are put. However carefully a tractor may be designed as a whole, every single detail must be worked out in order to meet modern requirements. For instance, as one authority advises, we should establish certain standard types for certain kinds of work and conditions, and should eliminate types of no or little merit, also should endeavor to simplify design.

Research work is a most important point in tractor development, for, with but few exceptions, little or no actual research work has been done in the field. To ensure the approach to an ideal machine, and to give the farmer as perfect a tractor as is possible, our farm tractor engineering science must be deepened, and the study and experimentation of the tractor itself improved along certain main elements which would be about as follows:

(a) Standardization, followed by better quality, greater endurance and a lower price; (b) Perfect combustion of low grade fuel combined with low operating cost; (c) Decrease of weight with an increase in tractive capacity; (d) Efficient weight distribution, decrease in rolling resistance and power loss in transmission, and a general increase in mechanical efficiency.

### U.S. Implement Plants Exempt From Closure

A modified order has been issued by the U.S. Government in which farm machinery plants producing machines for spring use, including tractors, are not required to close on Mondays, as is the case with other lines of manufacturing. Plants producing binder twine are also exempt. Harvesting machines and other implements for summer and fall are not exempt.

### A Double-Furrow Walking Plow

In a U.S. farm publication a farmer suggests that to increase capacity a walking plow could be equipped with an extra bottom. In England double-furrow, walking plows have been in vogue for some time, and a great demand exists for same. A strong double beam is used, carrying a bottom and handle on either beam. A bowl land-wheel facilitates turning, while the furrow width can be altered from 8 to 10½ inches by adjustments on the beams. The beam, mouldboard and coulter can be quickly removed if the plow is wanted as a single furrow tool. When desired, these plows, which are made by E. H. Bentall & Co., Heybridge, Essex, and other firms, can be fitted with an easy lifting lever and wheels so that they practically duplicate the lift of the American type two-furrow plow.

### Government Should Train Tractor Operators

The Lethbridge Herald urges that in Western Canada the provincial governments, agricultural colleges and agricultural high schools should provide a short practical winter course in traction engineering in order to enable farmers to fit themselves to operate their own small farm tractors.

While the various tractor companies hold schools at different western points, the government could cover a wider field, and its agricultural high schools are already fairly well equipped to take up this work. The number of farm tractors that will be in use this year will be far in excess of any past year, and the training of men to operate them is an important matter.

### New Lines of Effort

At a recent implement dealers' convention in the United States, the very pertinent query was put forward by one speaker: "What should an implement dealer add to his line to offset the loss of business caused by the decline in buggy and harness trade?"

Among the many lines mentioned as a means of meeting this depreciation in business were cream separators, milking machines, automobiles and tractors. There is no doubt that in the great majority of territories some effort made on business-getting for any or all of the above lines would be very profitable to the dealer.

Calamity howlers are not receiving much encouragement this year.

## FOR SALE

Implement business at Meyronne, Sask. Warehouse, 24x60x9, with 100-foot frontage on Main Street. Suitable for garage. Formerly Cockshutt agency. Owners farming. Apply to owners:

**Mullin Bros.**

**MEYRONNE :: SASK.**

## RAPID-EASY GRAIN GRINDERS

### The Famous Line of Machines

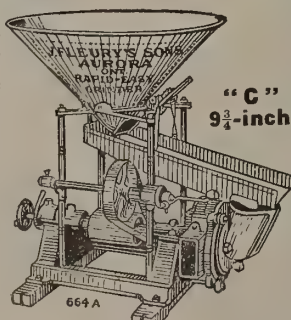
A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled.

A few styles and sizes are as follows:

No. A—6 inch. Plates (Flat)	2½ to 5 H.P.
No. B—8¼ " " "	5 to 10 H.P.
No. D—11 " " "	6 to 12 H.P.
No. C—9¾ " " "	Mill Head
Custom Work 5 to 12 H.P.	

#### CUSTOM MILLS:

No. D—10½ inch Plates (Flat)	8 to 14 H.P.
No. D—11 " " "	8 to 16 H.P.
No. 7—13 " " "	15 to 25 H.P.



**J. FLEURY'S SONS .. Aurora, Ontario**

*Medals and Diplomas World's Fairs, Chicago and Paris*

WESTERN AGENTS: **THE JOHN DEERE PLOW COMPANY, LIMITED**

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge



# THE CUSHMAN LINE

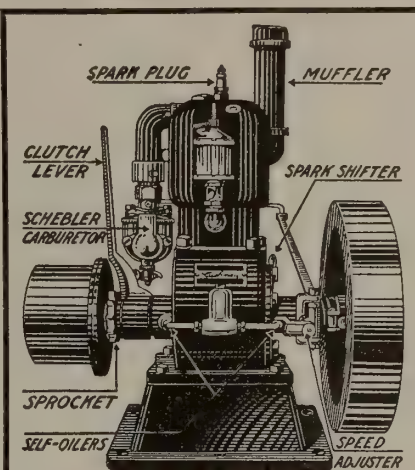
## GETS—AND HOLDS—BUSINESS FOR THE DEALER

### Cushman Light Weight Engines, 4 to 20 H.P.

Cushman Engines weigh only one-fifth as much per horse-power as ordinary farm engines, but are so well designed and built, so carefully balanced, so accurately governed, that they work more steadily and quietly than any other engine. The Cushman is the modern farm engine.

#### Built Light—Built Right

The 4 h.p. Cushman weighs only 190 lbs., the 8 h.p. only 320 lbs., the 15 h.p. only 780 lbs., and the 20 h.p. only 1,200 lbs. Cushman engines are used on the famous Cushman combination threshing outfits. They are equipped with Throttle Governor and Schebler Carburetor; 4-cycle, water cooled, with friction clutch pulley. Many dealers are selling from 15 to 50 Cushmans a year in addition to their heavy engine business.



4 H. P. Cushman. Weighs only 190 Lbs.

The farmer wants an engine he can move around easily and put to work anywhere. Cushman Engines are built to do many jobs in many places. They operate grain binders, potato diggers, manure spreaders, etc. The 4 h.p. Cushman saves a team on the binder and does all ordinary work.

#### The One Perfect Binder Engine

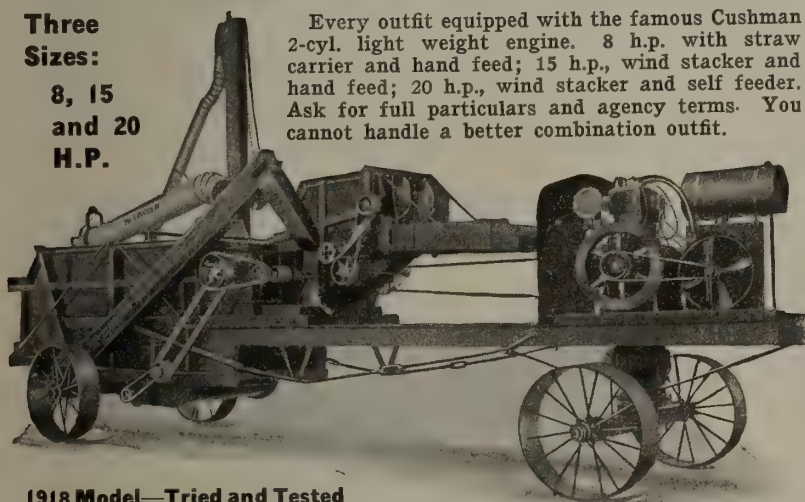
For heavy grinding, driving small separators, etc., or for any power from 3 to 9 h.p., the 8 h.p. Cushman especially appeals to the farmer. Very economical, for Cushman engines receive just enough fuel to take care of the load at that moment on the engine. Result is uniform speed and maximum power. Not cheap engines, but cheapest for your customers in the end. Get the Cushman agency for 1918.

## Sell Cushman Light-Weight Combination Threshers

Three Sizes:

8, 15  
and 20  
H.P.

Every outfit equipped with the famous Cushman 2-cyl. light weight engine. 8 h.p. with straw carrier and hand feed; 15 h.p., wind stacker and hand feed; 20 h.p., wind stacker and self feeder. Ask for full particulars and agency terms. You cannot handle a better combination outfit.



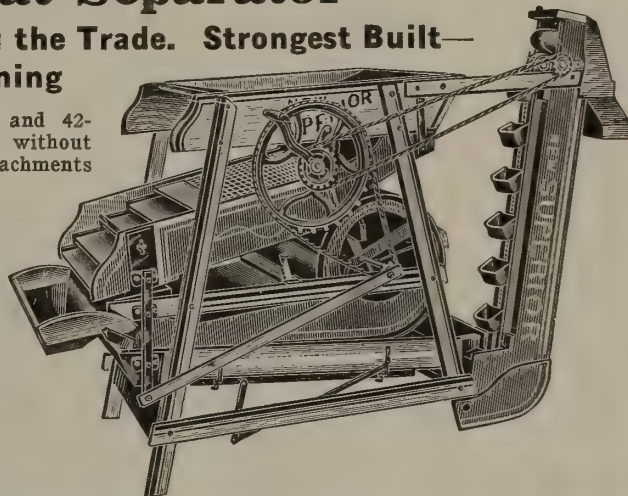
1918 Model—Tried and Tested

## The Lincoln "New Superior" Wild Oat Separator

Will Get You the Trade. Strongest Built—Easiest Running

Made in 24, 32 and 42-inch sizes, with or without bagger. Power attachments supplied if desired.

Patented adjustable windboards give perfect control of blast; our special sieves eradicate all wild oat seed. Strongly built and bolted; has greater capacity and does better work than any mills of similar sizes.



## Lincoln Smut Cleaners

Ensure Clean Seed and Big Yields

Sold on a positive guarantee to prevent smut. No. 3 handles 30-50 bus. per hour; No. 4, 50-75 bus. The Lincoln separates smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

MADE IN  
TWO  
SIZES:



Write  
for  
Prices  
and Full  
Particu-  
lars

## The Automatic Grain Pickler

The only machine of its kind in use. Handles grain at the rate of 135 bus. per hour. Light in weight; strongly built; perfect in action; low in price. Fully guaranteed. Weight of grain operates the machine. The kernels are thoroughly soaked, turned over and treated.



## "Klean Kwick" Vacuum Washers

We handle a full line, hand or power. The most efficient washers made. Increase your profits by selling the Klean Kwick in your district. Write for particulars.

Pay us a visit during Winnipeg Bonspiel. Our full line will be on display. Take Logan West car to Vine Street. We'll be glad to see you.

## CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

Exclusive Selling Agents for: Combination Threshing Outfits—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—Mountaineer and Little Giant Neck Yoke Centers



### Tractors in Scotland

The use of tractors in Scotland for farming purposes has increased remarkably during the past two years, and the present demand is far in excess of the supply. The very high prices and costly upkeep of farm horses, added to the heavier expenses for labor, have compelled the larger farmers to be on the lookout for the best type of utility tractor.

The necessary points seem to be: Sufficient power with a reserve; strength and simplicity of construction; ability to run on common paraffin with economical consumption; capable of being operated by one man; toughness and durability of parts; easy adjustment; and ability to pull harrows, rollers, cultivators, etc., over broken ground.

A Scottish correspondent sends us the following comments on the tractor outlook in that country:

"The truth is, that, compared with automobile development, tractor development has been slow and some years behind its natural date of debut as a manufacture in numbers, and while it may not appear as being in logical sequence, the fact is that, though slow in being developed, the tractor has taken many minds,

and even many engineers. unawares, and it will take some time for popular ideas to get properly sorted out. The tractor is a versatile power unit, and to set to and already put limits to its application is only absurd. Every inland demand for power to drive machinery or haulage, so long as petroleum is economically obtainable, will be met by tractors or their 'species.'

"Small tractors will do all farm work and road haulage if so made. Large and specially-g geared tractors will yet run on at least our branch railways and light railways, doing passenger and goods haulage, and where the existing system of running one large steam locomotive, three carriages, one engine-driver, one fireman, and one guard, to convey through a series of stations with a station-master in each, a freight of one passenger and one parcel is not one that ought to continue when lighter and more adaptable means offer. This, be it noted, is not a new idea. Some time ago the writer thought it was, but found out that a British tractor maker had not only been working on it but had one in his works fitted for rail work. The transition of the oil engine from a stationary power unit to that of propulsion and power provides an endless

mechanical vista, the exact significance of which for the British Isles will be more apparent after the war, and if the expected finds of fresh sources of petroleum within our shores materialize."

### Ask Dealer to Assist

The Kansas State Council of Defence, in a letter addressed to the implement dealers of that state, make an appeal to dealers to assist the farmer to keep his machinery at work. While there is no class of merchant who gives so good service, early and late, as the average implement dealer, there are a few lines in this circular letter that can be well applied to Western Canadian territory. It says:

"The farmers need help more than they need advice. We wish therefore to call your attention to the practice of many implement dealers. They are visiting their customers to inspect the farm machinery and then calling their attention to parts that need repairing. The farmer usually orders the repairs, the dealer puts them on, thereby making a little profit while giving the farmer the opportunity of working in the field. This is a patriotic service that the farmers appreciate.

"It has been suggested that all

implement dealers of one locality get together and make the necessary plans to handle this work efficiently and economically."

One of the biggest factors in the case, however, is that often while the dealer may be an ardent disciple of the service idea, he cannot get the repairs that his customers require at the supreme psychological moment when they discover they want them. Let us have a Repair Week.

### Increase Tractor Output

The John Lauson Manufacturing Company, New Holstein, Wis., is marketing \$250,000 of the new issue of \$500,000 of preferred stock recently authorized in order to double its output of tractors without curtailing its normal output of gas engines, which is about 4,000 a year. The capital stock is now \$1,000,000.

### A New Tractor Concern

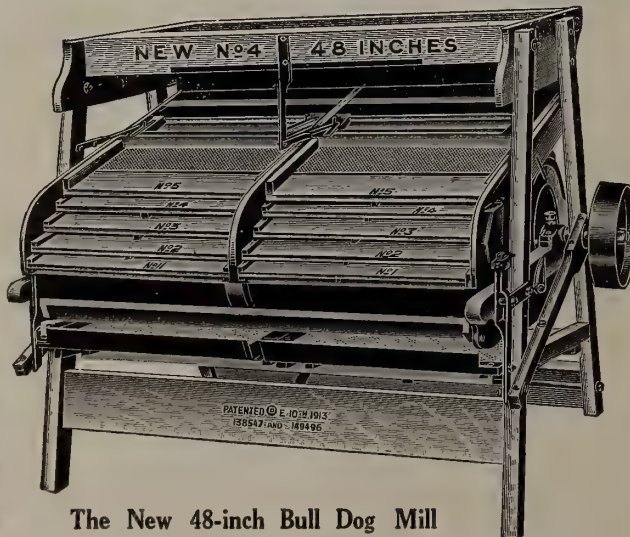
The Beaver Truck & Tractors, Ltd., has been organized at Walkerville, Ont., Canada, with a capital stock of \$500,000 to manufacture tractors, trucks and aeroplanes. The promoters are E. P. Brownell, Toronto, and C. J. Stodgell and H. P. Crocker, Walkerville.

## THERE'S A REASON

Why the demand for Bull Dog Fanning Mills exceeds the combined sales of all other mills sold in Western Canada. Quality, construction, superior design and wonderful efficiency have built a demand for Bull Dogs that makes them the most profitable mill you can handle. Eleven sizes: Capacities from 25 to 150 bus. per hour. Get full particulars.

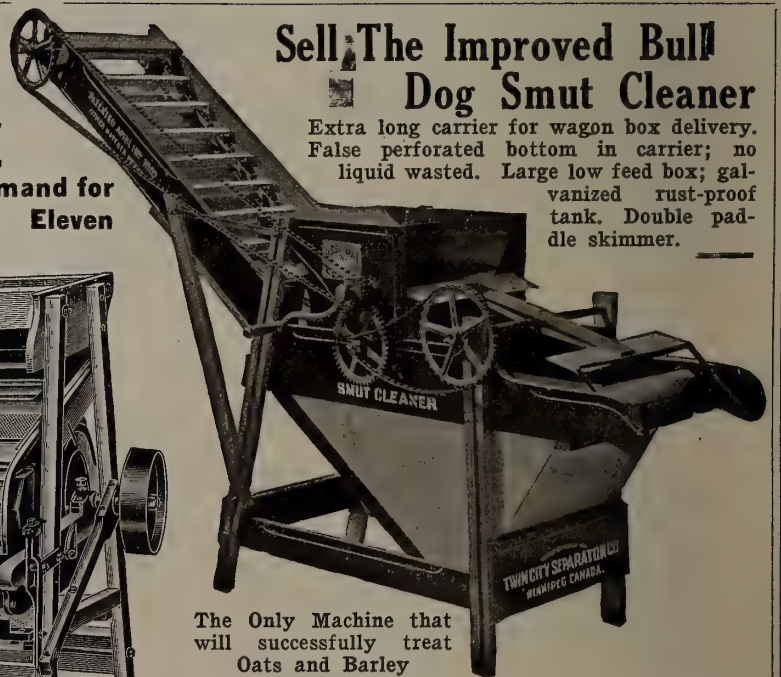
### The Bull Dog Wild Oat Separator—A Big Seller

Made in 3 and 6-roll sizes. Specially designed machines for taking wild oats out of tame oats, wheat and barley. Capacity up to 40 bus. per hour. Baggers supplied for both sizes. Every farmer requires this separator.



The New 48-inch Bull Dog Mill

The latest addition to our line. For perfect results the best mill made. Heavy construction, durable and rigid design. Easily driven. Can be supplied with 4-ft. Bagger or wagon box elevator. Hundreds ready for shipment.



### Sell The Improved Bull Dog Smut Cleaner

Extra long carrier for wagon box delivery. False perforated bottom in carrier; no liquid wasted. Large low feed box; galvanized rust-proof tank. Double paddle skimmer.

The Only Machine that will successfully treat Oats and Barley

### VISIT US DURING BONSPIEL

While in the city come in and see us. Look over the home of the Bull Dog Family. Watch how we build them. It will interest you. Take a Logan West car. We'll be glad to meet you.

## TWIN CITY SEPARATOR COMPANY, LIMITED

Off LOGAN AVENUE, on QUELCH STREET

WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta



**Cooling the Auto Engine**

The temperature of an automobile cylinder at the time of explosion is approximately 3,000 degrees, and the heat of the exterior metal coverings of the water manifold is sometimes well toward the boiling point. A stoppage of air cooling means immediate expansion of the metallic

parts to the extent of stuck pistons or scored cylinders.

The slits in the hood of a motor car gives air passages that eliminate the back passage of warmed air on the fan and guarantee a stream of cool air in the heated water manifolds.

Contrary to the idea many motorists have, the radiator fan does not drive air through the

meshes of the radiator. Instead the fresh air that has already penetrated the interstices of the radiator core is impelled back over the heated manifolds of the motor.

The revolutions of the fan tend to create a partial vacuum in the space between the fan and the radiator. When the motor is running and the car standing still,

the unwarmed air continually flows through the radiator apertures to equalize atmospheric pressure. If the motor car is moving only at a low speed, the impact of air-against the radiator surface is sufficient to greatly increase the amount of unwarmed air that reaches the motor.

Make March 1-9 "Repair Week."



ASPINWALL POTATO PLANTER No. 3



Aspinwall Double Cylinder Sprayer No. 27

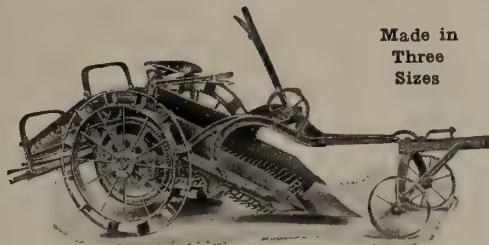
## ASPINWALL POTATO MACHINERY

### THE LINE THAT LEADS

Unsurpassed in Material, Workmanship, Serviceability Recognized as Standard throughout the World  
World's Oldest and Largest Makers of Potato Machinery

**Cutters Planters Sprayers Diggers Sorters**

**ASPINWALL CANADIAN COMPANY, LIMITED**  
**GUELPH, ONTARIO, CANADA**



ASPINWALL ELEVATOR DIGGER

Made in  
Three  
Sizes



ASPINWALL  
POTATO  
SORTER

**NOT TOO HEAVY  
NOT TOO LIGHT**



**12 H.P. ON DRAWBAR  
25 H.P. ON BRAKE**

## Your Opportunity for Substantial, Profitable Business

Handles three 14-inch bottoms, plowing an acre an hour.

Engine, 4-cyl. 4-cycle,  $4\frac{1}{4} \times 5\frac{1}{2}$ . Very strong frame; 7-inch steel channel, braced and trussed.

Direct drive on both low and high gear. Direct drive off engine shaft for belt work; no intermediate gearing.

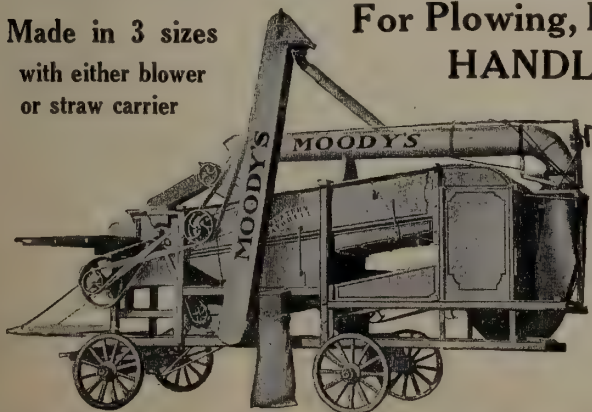
All working parts run in oil bath. Self-aligning ball bearings on main shafts, running in oil.

Double drive on two 60 x 10 rear wheels.

Sensitive, ball type enclosed governor. Low fuel consumption. Equipped with Bennett air cleaner.

**Ask for Full Particulars  
of the Parrett Tractor**

Made in 3 sizes  
with either blower  
or straw carrier



**For Plowing, Hauling and All Farm Work, the Most Reliable Tractor Sold  
HANDLE THE NEW MOODY SEPARATOR THIS YEAR**

Selling at a reasonable price, our separators are fully guaranteed for their quality, workmanship and efficiency in handling the grain. Moody separators put the grain in the sack—not the stack. Note the weed seed bagger; bags all weed seed separate from grain. Made in three sizes: 24 x 32; 30 x 36 and 30 x 40. Farmers know and ask for the Moody. Get the agency; it will mean good profits and satisfactory separator business for you.

**Write to-day for Contract and Prices**

**Francoeur Bros., Ltd.**  
**CAMROSE, ALTA.**

**New Home Machinery Co., Ltd.**  
**SASKATOON, SASK.**

Low centre of gravity; great flexibility; turns in small radius.

Engine, transmission and all parts easily accessible. Simple control. Only a gear and clutch lever.

One-third more radiator capacity than any tractor of equal rating. Self-steering. Straight drawbar pull—no side-draft.

Low centre of gravity. Gives perfect combustion with both kerosene and gasoline.

Gears machine cut from the best high tensile steel. Two speeds forward, one reverse. Weight, 5,200 lbs.

We have a good stock on hand and can fill your orders on shortest notice.

**The Parrett Agency will  
get you the Tractor Trade**



## Food Production Increases Slowly

What are the reasons why the present crisis finds the world so ill-prepared as regards the supply of foodstuffs? Assuredly there is the factor of help shortage, the immense concentration of men for war purposes and the manufacture of war supplies. But the world was ill-prepared before the drums of war were throbbing in the ears of humanity.

The economic history of the world immediately prior to the war, in fact, since the commencement of this century, showed that great nations were feverishly devoting themselves to the production of manufactured goods. The volume of manufactured goods in proportion to population in every country increased very rapidly, and in contrast the proportionate volume of food increased

very slowly. Food needed no sales agents to secure a market while the sale and distribution of manufactured goods, as competition increased, demanded more and more of the population to keep up the sale of the manufactured products of the various nations.

In this great Dominion, as large as 30 United Kingdoms and 18 Germanies, almost as large as the whole of Europe, we have only a population equal to that in Belgium in the beginning of 1914. We have a vast capacity for production, especially on the

483 million acres of the Prairie Provinces. Yet in that vast acreage of unequalled farming land less than 25,000,000 acres are actually cultivated at the present time—only 12 per cent of what we know to be good farm lands are at present utilized.

In Canada, with our vast capacity for agricultural production, we failed to completely supply our own food requirements,



How Women Can Help Out This Year

so that as a result many articles of food are selling at prices far beyond a legitimate commercial basis. Could there be a more striking proof of national inefficiency and of faulty organization?

Apart from that, the productivity of the soil, the capacity to produce the greatest quantity of food from each acre is a question of the first magnitude. No material question can be more important than that of conserving and increasing fertility. All tillable land should be plowed, and land low in plant food should be fer-

tilized. Larger acreages of forage crops should be raised and preparation made to raise and feed a larger number of hogs, sheep and cattle. Students, town boys, women and girls should take over more of the farm tasks while the young men of the nation join the forces. Great Britain has shown what women can do on the farms, and in this country a great number of women could be used with good results, since with modern machinery and equipment farming here is less manual and more mechanical. In this way women might serve Canada even better than in spending days in making shirts of a sentry box pattern for soldiers, or in attending women's meetings where the "war work" at times consists in soul-satisfying gossiping regarding other feminine entities.

Canada, in the years to come, faces the test. With the acreage we have we should produce more, far more. This war now is one of agricultural production, and no area on earth has better soil than the Dominion; no nation should be more completely self-supporting in foodstuffs or should be able to assist the Old Land in food supplies than this Canada of ours. If we cannot fight we should farm.

### Attaching the Binder Engine

The attaching of an engine to mechanical operation always involves a basic principle embodying original definite ideas. There are several patented features in these attachments, but the Cushman Motor Works, Lincoln, Neb., was the first concern to definitely detail an adjustable bracket—which they patented some five years ago.

It is easy for any man possessed of a mechanical turn of mind to mount an engine on a binder, yet to get proper balance, operating service and efficiency of the combination of an engine on a binder has proven to be a very exacting problem. It would seem, therefore, that the patented bracket attachment should be a very valuable feature for the Cushman interests.

The Cushman engine on the rear of the binder weighs but 167 pounds. It is mounted without subbase in the patented slotted binder attachment bracket, so that the engine is adjustable on the bracket. The bracket is also adjustable on the crossbar of the binder frame. The combination, says the manufacturers, can be adjusted three different ways, making it possible easily to line

up and operate the engine in the most efficient manner.

Another essential feature of the binder engine proposition is to maintain the very careful balance of the grain binder. The weight of the engine on the rear is therefore balanced with the water cooling tank placed on the tongue or tongue truck in front, thereby, it is claimed, maintaining the proper balance, to make it possible to secure best draft on the binder.

While a large number of ordinary engines were used last harvest as an emergency for binder drive, the light weight engine manufacturers contend that the ordinary or horizontal engines will not be of sufficient value to be used under ordinary conditions. They, however, do contend that the properly designed and carefully built binder engine, with proper weight, balance and attachment will be used every season.

### An Aid to Success

It is very often a poor compliment to say to a man that he is a "sticker." The man who thinks he is getting ahead by sticking religiously to a job very often does not go far. A barnacle sticks tighter to its rock than glue—but it never accomplishes anything!

The only way for a business man to get ahead is to increase his perspective and knowledge concerning his particular line. He must know a little more than the other fellow, and he cannot do so by filling his spare hours dopping out the world's series or reading fiction. Modern competition is too keen for a man to waste all his spare time in reading books unconnected with his particular line of business. The man who is not willing to sacrifice some of his spare time to improving his personal efficiency is simply falling behind in the race.

In any large library to-day you will find as many trade journals as fiction magazines. This shows that there are people alive to the fact that the trade journal affords a means of increasing business knowledge. A contemporary says:

"If we were to list the failures in business, the incompetents and the low salaried men, we would find that 99 per cent in any particular line do not subscribe for or read trade journals. We never knew an implement dealer yet who was sorry he had schooling, but we have known many a man to quit his schooling when he got into the implement business. And that was the time when he needed to study hardest."

There's Going to be a Great Demand this Spring for

**Aspinwall**

**Potato Machinery**



ASPINWALL  
POTATO  
PLANTER

PLANTERS, SPRAYERS, DIGGERS and CUTTERS  
CORN PLANTERS and SORTERS Repairs a Specialty

Dealers: Get our Prices. Order early and meet the demand for Potato Machinery this year. Write to-day.

VISIT US AND INSPECT OUR LINES DURING BONSPIEL

**WILLIAM EDDIE**

FARM MACHINERY DISTRIBUTOR

175-179 PRINCESS STREET

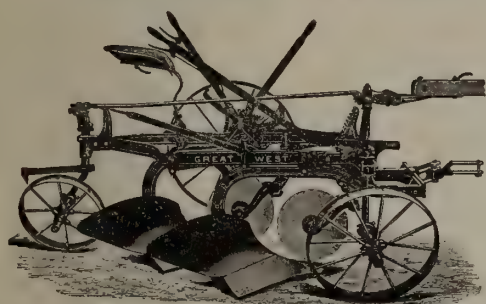
WINNIPEG, MAN.



# These Implements will Help to Solve the Farm Help Problem

Large Implements will make possible the increased production so urgently needed at this critical time in the World's History

## Great West Plows



Built especially to meet conditions in Western Canada and they have made good. Wheels are set well out, making the plow run steady. It is amply strong for all conditions of soil.

Convenient Levers and easy-acting Foot Lift make it easy to handle. Bottoms are of the well-known high standard of Massey-Harris construction.

Not only do they do the most satisfactory work possible, but this is accomplished with a minimum of effort on the part of team and driver; lightness of draft and the convenience and comfort of the driver have received special attention, as also the points of strength and durability.

## Power Lift Tractor Plows

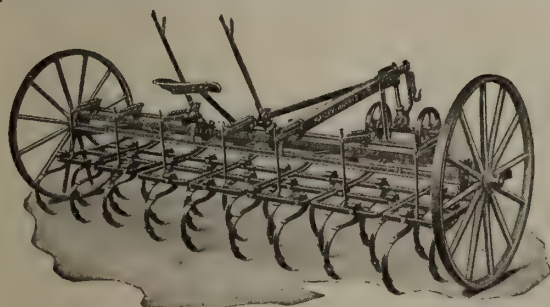


Easily controlled by the tractioneer—a pull of the rope raises or lowers the bottoms. The levers are within easy reach and need no attention once the land is opened up and the plows set at the desired depth.

Two or three bottoms, convertible one to the other—stubble or breaker interchangeable.

**Special Circular for the Asking**

## A Big Cultivator for Big Farms



Our well-known Spring-Tooth Cultivator in 10 and 12-foot sizes for use on big farms.

The frame is made extra strong and two levers are provided to make the operation easy.

Furnished with 4-horse pulley hitch, or with forecarriage, which provides an ideal hitch for use with tractor.

Can be fitted with wide points for shallow cultivation, if desired.

## A Drill with Steel Grain Box

This Steel Box is the largest grain box on any drill and saves the time and inconvenience of frequent refillings.

Its construction is especially strong and with the substantial construction of the balance of the drill there is ample strength to carry the weight of the drill when loaded to capacity. Choice of Single Discs, Double Discs, or Shoes.

**RELIABLE FEED RUN WITH MACHINED FEED ROLL**

The Feed Rolls or Barrels have deep flutes which are milled to a perfect fit with the steel cut-off washer, so there is no leakage of small seed. The Feed is uniform and there is no crushing or bruising of the seed.



# MASSEY-HARRIS CO., LIMITED

HEAD OFFICES: TORONTO, CANADA

CANADIAN BRANCHES AT

Montreal   Moncton   Winnipeg   Regina   Saskatoon   Swift Current   Yorkton  
Calgary   Edmonton   Vancouver   Kamloops



### Better Seed, Better Crops

In one county in Ontario 400 farmers were visited last summer. Out of this number only three were found to follow a really systematic selection of their seed grain; only 23 per cent were saving the best part or parts of their fields for seed. Practically all of the farmers visited stated that they cleaned their grain for seed, but it was found that 74 per cent cleaned it only once through the fanning mill. It is quite plain that sufficient attention is not being paid to the seed grain. It has been shown, time after time, that, other things being equal, the best seed will produce the best crops.

There is no vital reason that the farmer can advance for not owning a modern fanning mill

and grain separator. These machines are low in price, but their use gives the biggest return on investment of any farm machine. The dealer has powerful arguments at his command for the sale of the fanning mill, and he can profit by putting on a proper selling campaign of mills. If the farmer will store the grain from the best part, or parts, of his field and grade and fan it until all the small and inferior kernels are removed, then pass it through a wild oats separator, he will assure himself of clean seed of greatly improved quality.

### The Sharples Hanger

We are in receipt of the 1918 calendar issued by the Sharples Separator Co., West Chester, Pa.

This fine hanger depicts a girl enjoying a glass of super-clarified cream from a Sharples machine. The dates are in good, bold type and on every monthly sheet is a view of the Sharples Suction-Feed Separator in natural colors. This very tasteful calendar should find a place on the walls of every Sharples dealer's warehouse or office.

### Parrett Tractors in the Canadian West

For some years now the Parrett Tractor, manufactured by the Parrett Tractor Co., Chicago, has been building a very good reputation by its work in the United States and in Europe. Western Canadian distributors for this tractor have been appointed in

the persons of Francoeur Bros., at Camrose and Edmonton, Alta., and the New Home Machinery Co., at Saskatoon. Manager E. Elwood, of the latter organization, informs us that already a good stock of tractors are on hand at these points, while a full stock of repair parts will be carried and a factory expert will be kept in the field to give the best possible service. The Parrett is a one-man outfit that is said to handle three 14-inch plows seven inches deep. It burns gasoline or kerosene, and is designed with a very low center of gravity. Flexibility in design is stated to be a valuable factor, while the frame is of strong construction. The engine is of the 4-cyl. vertical type, 4 cycle, giving 12-25 h.p.

Ball bearings are used in the design, while a direct drive is given upon both high and low gear. A direct drive off the engine shaft for belt work is a valuable factor. Self-steering, simple control, full protection from dirt and dust, and many other features are outlined for the Parrett tractors. Interested dealers can obtain full information by writing the New Home Machinery Co., Saskatoon, or Francoeur Bros., Camrose, Alta.

### Renfrew Machinery Co. Hold Successful Convention

On January 8, 9 and 10, the Renfrew Machinery Co., Renfrew, Ont., manufacturers of cream separators, gasoline and kerosene engines and truck scales, held their 8th annual convention, at which over 100 representatives and dealers of the company were present.

On the 9th the salesmen and dealers visited the Renfrew factory, and saw the various manufacturing processes in the production of Renfrew cream separators and gas engines. A group photograph of the visitors was taken at noon. On the same day a special meeting of Renfrew travellers was held, when addresses were given by J. L. Murray, president of the company; F. D. Vickers, general manager; W. Keddell, sales manager and C. G. Rose, assistant sales manager. Special stress was laid upon the importance of team work, and a keen discussion on business in general took place. The dealers were greatly interested in the plant where they familiarized themselves with the material in Renfrew goods and the methods of manufacture.

An interesting feature of the convention was the pulling of all the delegates, on sleighs, by a

# "HERO" MILLS GET YOU THE BUSINESS

Hero Fanning Mills are strongly built, easily driven and have a capacity of from 40 to 80 bushels of wheat per hour. They have exclusive patented features found in no other mill; glazed cambric curtains remove all wild oats from barley and wheat. The Hero is built in three sizes, for hand or power drive. Standard equipment includes five sieves and six screens; 8 and 10-ft. baggers supplied if desired. Their fine reputation, wonderful efficiency and reasonable price makes the Hero mill a business-builder for the dealer.

CLEAN AND  
GRADE THE  
GRAIN  
BETTER  
THAN ANY  
OTHER  
MILL

EVERY  
MILL SOLD  
ON A  
POSITIVE  
GUAR-  
ANTEE



Three Sizes :  
24, 32, 48 inches

"HERO"  
Fanning Mills  
will get you the  
Trade in 1918.

WE GUAR-  
ANTEE  
DELIVERY  
OF ALL  
MILLS  
SOLD

SEE OUR  
TRAVELLER  
OR WRITE  
US DIRECT  
FOR  
PRICES

Visit the Ackland Warehouse during Winnipeg Bonspiel, February 12-21. Let us show you the HERO Mills and demonstrate the way they clean and grade all grain.

Manufactured and Guaranteed by the HERO MANUFACTURING CO., LTD.

Exclusive Sales Agents for Western Canada

**Ackland & Son, Limited**  
Calgary  
Edmonton  
Winnipeg  
65-68 Higgins Ave.  
TRADE MARK



Happy Farmer Tractor. This machine which is distributed in Ontario by the Renfrew Machinery Co., easily pulled the weight of over 10 tons. Throughout the convention the officials of the company gave some very interesting and informative addresses on increasing the sale of cream separators and engines.

On the evening of Thursday, 10th, a banquet was held in the Hotel Renfrew, J. L. Murray, president, acting as toast master. It was stated that in 1917 the output of the factory had increased 50 per cent over that in 1916, which had been the largest year in the history of the company's efforts. Sales in Canada had increased over 25 per cent, and in the United States the U.S. factory had sold three times as much as in 1916.

In the travellers' selling contest, Nap Herbert was first, followed by W. A. Jeffries and D. G. McConkey. In the agents' classes, J. B. E. Hebert won the supreme prize, and W. A. McConkey the scale grand prize. J. McCool, carried off the honors in engine sales. In a farewell address J. L. Murray, president, paid a high tribute to the agents and travellers of the company, and gave them a rousing send off to make 1918 a record year in the business of the Renfrew Machinery Co. All present voted the 1918 convention the most successful in the history of the organization.

#### The Cockshutt Catalog for 1918

In its 1918 general catalog the Cockshutt Plow Co., Brantford, Ont., has fully maintained the high standard set in the past for Cockshutt literature. The 1918 publication, in its western edition, comprises 78 pages, 10 x 8 inches, a very handy size for filing. The color scheme of the cover, showing a sunset scene on the prairie, with a tractor in the foreground, also two horses, is a beautiful piece of color work.

The publication opens with the full line of Cockshutt plows—Beaver, Simplex, Jewel, Empire and Empire Chief gang plows. Fine illustrations and tersely written descriptive matter accompany each type. Sulky and walking plows, breakers and brush breakers are also shown, the tractor brush breakers being of very powerful design. Disc plows, both horse and tractor, are in evidence. Also light tractor plows in two and three furrow sizes, as well as the heavy Cockshutt engine gangs in from four to twelve bottom sizes. Several fine plowing scenes are noticeable in this section of the catalog.

Pulverizers and subsoil pack-

ers, double and single disc harrows in all sizes, and detail views and description of Cockshutt drills are interesting. A fine center spread shows photographic reproductions of Cockshutt implements in operation. As well as the above-mentioned lines there are included in the catalog the following: Climax cultivators and Cockshutt cultivators, scufflers, potato planters, diggers and cutters; corn planters, wood and steel boss harrows, spring tooth and lever spring tooth harrows. Other features are: Cockshutt manure spreaders, Frost & Wood binders and mowers, dump rakes, pulpers and slicers, Cockshutt engines, grain grinders, feed cutters and saw frames; "New Wonder" grain cleaners; portable grain elevators and grain tanks. In the vehicle section are shown: Adams wagons, farm trucks, Brantford buggies and cutters and Cockshutt sleighs.

This very useful publication should be on the files of every interested dealer. It can be procured by writing the nearest branch house of the company. Mention this publication when writing.

#### "Happy Farmer" Manufacturers Increase Capital Stock

At the annual meeting of the stockholders of the manufacturers of the "Happy Farmer" Tractors, held at La Crosse, Wis., on Jan. 26, 1918, it was decided, after hearing reports of the year's business, to increase the capital stock to \$2,500,000.00 in order to provide for the requirements of the rapid growth of the business. At present the company's plant are very busy manufacturing "Happy Farmers" to meet a good demand.

#### Firm Closes Winnipeg Branch

The Goold, Shapley & Muir Co., Brantford, Ont., well known manufacturers of the "Ideal" line of engines, windmills, feed grinders, etc., announce that they have discontinued their branch house at Winnipeg. The Winnipeg branch has been transferred to Portage la Prairie, under the

management of Alec. Laing. This movement gives the company Western Canadian branches at Portage la Prairie, Regina and Calgary, from which points the requirements of dealers will be taken care of in connection with all their lines.

Get the full value out of every day that passes, then let 'er pass.

## Shinn-Flat

(Formerly Known as National Flat)

- 1 Shinn-Flat is the greatest scientific Lightning Conductor ever devised. It is the only flat cable made in North America.
- 2 With Shinn-Flat, it is possible to apply Concealed Protection to buildings when being built, putting it under the siding or stucco.
- 3 Shinn Short Points are very popular with owners of fine homes. They are inconspicuous and readily harmonize with the architecture.
- 4 Shinn's 4-Legged Brace is the only brace that will not allow the top to become wobbly and fall over. It holds it straight up all the time.
- 5 Shinn's Cash Bond, behind every installation of Shinn-Flat, protects the property owner and makes it easy to sell him Shinn-Flat Protection.

Write for territory and terms at once

Cushman Motor Works of Canada, Ltd.  
Whyte Ave. and Vine St. Winnipeg, Man.

Lightning Can't Strike IF Shinn Gets There First

## Meco Engines

### Knock-Out Mail-Order Competition

MECO Engines are unquestionably the greatest engine value you can offer your customers. Reasonable in price; have every desirable feature of design and construction. Simple, substantially built, medium weight. Center-fire ignition; valve-in-head design. Safety spark shift—start easily. Easy to operate. Low fuel consumption. Ask us for full specifications of the MECO.

### Made in Sizes: 2, 3, 4, 6, 8 and 12 Horsepower

No matter what engine line you are handling, you should investigate MECO prices and MECO quality. These four-cycle, water-cooled engines, durable and dependable under all conditions, will secure you the bulk of the engine business in your vicinity.

LET US SHOW YOU THE MECO LINE DURING WINNIPEG BONSPIEL, OR WRITE AT ONCE FOR OUR SPECIAL PRICES TO DEALERS.

The John Stevens Company, Ltd.  
661 HENRY AVENUE, WINNIPEG





## Electricity on the Farm

How can the farm obtain electricity with the least expense and greatest convenience? Let us consider the individual unit suited to the farm home and buildings. The individual power plant, which may consist of a generator of required capacity, switchboard, storage battery, and some kind of prime mover to drive the generator. This may be a gas or oil engine, a steam engine, water power or possibly a wind mill. Direct current would invariably be selected as the kind of current and except for the question of capacity, which may be easily determined, the principle variable is the kind of prime mover that can be determined by carefully considering and comparing the total availability, cost and care of each, which factors are sure to vary in different applications. There are many very satisfactory gasoline and oil engine driven equipments fully developed that can be bought at a very reasonable price, already on the market, and a large number of such plants are being installed every day.

Some of these equipments have self-starting, stopping, and regulating automatic control, making them easily handled by the most inexperienced help.

Electric illumination in the farm home eliminates the work and muss which the use of the now obsolete oil lamp entails. It eliminates the fire risk and gives an abundance of brilliant light in every part of the house from

cellar to attic at any hour of the night or day, at the touch of a button.

The electric plant is also a god-send to farm women. An electric washer can be used; churning can be done by a little motor belted to a pulley; the electric vacuum cleaner does away with the broom and dust cloth, while an electric driven pump with a gravity storage tank in the attic, or a pneumatic pressure tank in the basement provides running water all over the house. In summer the electric fan fills the home with cool breezes, and is greatly appreciated by the farm woman who has to cook in a grilling kitchen. There are possibly more selling arguments for electric generating plants on the farm than for any other type of farm equipment, and in many localities there is a good potential demand for these outfits.

### Selling Dairy Equipment

Dairymen are busily engaged trying to keep up with modern methods. There are few farmers who are not glad to discuss the dairy business when the opportunity offers; this being the case, it is advisable for the salesman to spend a portion of his time in the country, driving from farm to farm and swapping ideas with the farmers. The first farmer visited may be supplied with dairy equipment; but he probably knows of a neighbor who has re-

cently decided to start at dairying. Accepting this tip, the salesman calls on the prospect, shows him why a reliable cream separator is essential to the dairyman's success, and gains his interest and attention by discussing the various phases of the dairy industry. The dealer paves the way for a sale by taking an interest in the prospect's plans and proving by facts and figures that a good separator will pay for itself in a reasonable length of time.

### Harvester-Threshers Interesting

The combination harvester-thresher is necessarily a rara avis in the Canadian West, but on the Pacific Coast, and down in Idaho, these machines show a wonderful efficiency. The new harvester-threshers produced by the International Harvester Company are a great piece of mechanism.

Instead of cutting the grain, stooking it, and later threshing it, the Idaho farmer pulls this new machine into his fields and at a rate of from 14 to 20 acres a day cuts the standing grain, threshes it, separates the wheat from the chaff and weed seed, bags them separately and dumps the sacks on the field—all in one operation.

These Deering and McCormick harvester-threshers, commonly called "combines," are pulled by tractor or horse-power. They cut the grain as a binder does, elevate it to a threshing cylinder from which the straw is thrown on the field as fertilizer, or carry it along and dump it in piles. The grain is separated from the weed seed and chaff by means of sieves, and is delivered to sacks at the side, where a man sews up and dumps the sacks. Two men are required to operate the machine—one to drive and one to bag the grain.

### Credit Accommodation

The way in which a dealer conducts his business largely determines how much credit he may secure from any banking institution. Loans may be made by bankers to men without collateral in some cases where the borrower is known for his absolute integrity and honesty, but if the average merchant cannot secure a loan the reason may be due to the way in which he conducts his business.

The banker is unwilling to loan money on book accounts, for while the dealer holding them may be reliable and responsible, as assets the undated obligations are too uncertain to be accepted by the banker. The farmer is the man who should go to the banks

and borrow this money, instead of leaving open accounts on your books for long periods. Why should any farmer pay cash on Victrolas and automobiles and ask time on implements? If the business of the dealer is worth anything to the banker, and he considers the retailer is trying to do a legitimate business, the dealer who is doing business in the right way should be able to get accommodations to which he is entitled.

### Favors the Milker

In spite of the criticism aimed at the milking machine, practical experience has proven that these machines are by no means injurious to the cows, while many dairymen consider them even better than the hand milker. A farmer after using a milking machine for some time says regarding these plants:

"I have owned and operated a milking machine for two years and consider it a very practical factor in the solution of the farm labor problems: First, because my plant will, from actual timing, milk 23 cows in 45 minutes. Second, a machine will milk a cow better than the average of ten men. Third, I consider a four unit plant as easy to keep in a sanitary condition as an ordinary cream separator.

"In regard to its effect upon the flow of milk, I would say that it might perhaps dry the old cows, that have been milked by hand, a little sooner than ordinarily, but on heifers it has no effect whatever. I had one heifer in particular milked with the machine, that was a continuous milker for 18½ months. She was fresh in April, 1916, and gave milk until October 15, 1917, freshening November 6. So I feel confident that the machine is not injurious to the cow.

"Considering the machine from all points I would say that it is a very practical aid to the farmer."

### Lightning Rods Must Be Well Grounded

Lightning rods have long been in disfavor in certain communities for the reason that unscrupulous agents have practiced deceit in selling these men worthless rodding systems in the past. But a better understanding of the principles of proper rodding is doing away with much of this prejudice. We must have good copper conductors with connections at all points and have our wires well grounded in moist earth at all times to insure a good working of the plant. Put the ends of the wiring down ten feet if necessary.

### BISSELL Double Action Harrows will thoroughly cultivate



and pulverize any soil. One Harrow is Out Throw; the other is In Throw. They are simply constructed, rigid and durable. The Gangs are flexible and the Disk Plates are so designed that they "hang" right into the soil. Bissell Harrows are built in sizes and weights suitable for horse or tractor use. Write Dept. E for free catalogue. 98¢

T. E. BISSELL CO., LTD., Elora, Ont.

**MAX**

**GASOLINE AND OIL BARRELS**

**Shipping  
Storage  
Half**



A quick moving specialty that is in good demand at this season. Write to-day for full particulars and prices.

ORDER A BARREL FOR DISPLAY PURPOSES

**Winnipeg Ceiling and Roofing Co., Limited**

Makers of Max Stock Troughs, Waggon Tanks, Oil Barrels, etc.

P.O. Box 3006 F.I. 118

Winnipeg, Man.



# "ADVANCE-RUMELY goods are easy to sell — they do what the Company claims — and a little more"



SWENNUMSON & CO.  
HARDWARE

BOW ISLAND ALBERTA  
June 14th/17.

Advance Rumely Co. Inc.,  
Calgary.

Dear Sirs;

I have been selling Rumely Power Farming machinery since 1911 in the above District, and every one of my customers are entirely satisfied with their machinery, in fact I do not know of one of them that if they were wanting to buy again, would think of getting anything else but RUMELY.

Advance Rumely goods are easy to sell for the reason that they do what the Company claim they will, and in a good many instances just a little bit more. The Rumely Oil Pull sure has a great reputation in this district, they pound away at all times of the year, when other engines are tied up. There is one engine here in particular that has earned a great reputation, viz F. J. Henderson's, this Oil Pull is at work practically every month in the year, last year they were threshing and chopping all winter, and never had a minutes trouble since Spring opened up they have been ploughing continually, and have not lost a days work yet on any account of the engine. This machine is as you know several years old, and is good for many more. Numbers of prospective buyers have seen this engine working, the result being that they always ended up by being convinced that the OIL PULL was THE ENGINE and signed an order for one. Your separator also has this same reputation.

Another great help is the dependable service given by the Company to all their customers in the way of expert and repair service, this is one of the most vital points that a farmer takes into consideration when buying. There are as you know many engines on the market not manufactured by the Companies selling them, these are more commonly known as freak engines, we have several around here, and I know of many instances where, if the owner should want repairs, he would be hung up for an indefinite period. It's money in the farmers pocket to buy a standard machine, he may pay a little more, but not in the long run.

I have had several opportunities to sell other makes of machinery, but the RUMELY is good enough for me as by selling this line I eliminate all trouble as the goods are built to meet the exacting conditions which this Western country calls for in operating machinery, especially of the large type. It is not necessary to tell a farmer of the reputation that your goods have, every one of them know it.

Yours very truly,

SWENNUMSON & CO.

By

"I'VE been selling Rumely power farming machinery since 1911," says A. Swennumson, Advance-Rumely dealer at Bow Island, Alberta.

"Advance-Rumely goods are easy to sell for the reason that they do what the Company claims and in a good many instances just a little bit more.

"The Rumely Oil Pull sure has a great reputation in this district. They work away at all times of the year when other engines are tied up.

"One machine in particular—F. J. Henderson's—works every month in the year. It is many years old and good for many more. Numbers of prospective buyers have seen this engine working and they have always ended up by being convinced that the Oil Pull is THE ENGINE and have signed an order for one.

"The Rumely Ideal Separator has this same reputation.

"Another great help is the dependable service given by the Company—one of the most vital points that a farmer takes into consideration.

"The Rumely line has been built to meet the exacting conditions which this Western country calls for in operating machinery, especially of the large type.

"It's money in the farmer's pocket to buy a standard machine. He may pay a little more—but not in the long run."

An Advance-Rumely contract gives every Advance-Rumely dealer the same reliable machinery and the same, sure, dependable service.

Our 1918 contract is ready. In addition to our regular line of tractors and threshing machinery it includes a new size of the famous *guaranteed* Oil Pull tractor—a small, light weight, *big* power outfit—14-28 h. p. Also new sizes of the equally famous Rumely Ideal Separator for the individual farmer's use—20 x 36 and 24 x 44.

"Three sizes of the Oil Pull now—more sizes in the making."

## ADVANCE-RUMELY THRESHER COMPANY

(Incorporated)

LAPORTE

Calgary, Alberta

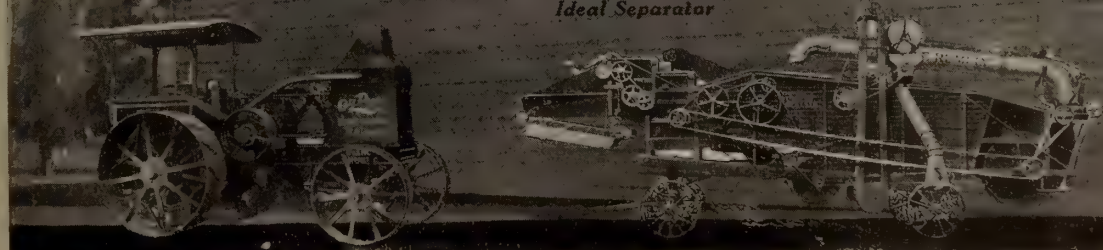
INDIANA

Regina, Sask.  
Winnipeg, Manitoba

Saskatoon, Sask.

The New 14-28 Oil Pull

The New 20x36 Rumely  
Ideal Separator





### How the Dealer Can Help Himself


There are many dealers in the Canadian West to-day who readily admit that what the trade needs is organization, yet they do nothing towards effecting even a district organization among members of the trade. No individual, and no trade paper can organize a retail business unless that business itself will do something to assist in the effort. We have for years preached the importance of the formation of strong dealers' organizations throughout the West. In the United States conditions in the retail implement business have been improved out of sight by the splendid progress made by the 70,000 odd implement dealers who do business in that country. The same advancement could be made in Western Canada—but the dealers will have to co-operate to that end.

Every dealer knows that yearly the problems which confront the trade become more formidable. With rising costs it is necessary that a higher rate of profit be obtained. No man can sell goods at a ten per cent profit if he has an overhead expense of 15 to 17 per cent. Further, as year succeeds year the question of meeting mail-order competition becomes more important to the trade. Only by forming organizations and by devising methods of combatting this evil can the dealer continue to maintain his volume. Educational effort along this line can best be handled along organization lines.

There are still some men who are so short-sighted that they cut prices in what they sell. A dealers' organization can do much to eradicate this evil and to bring the whole business back to a higher plane of efficiency.

The overcrowding of territory could also be straightened out and many other important matters dealt with by a strong organization of dealers. We all admit that the dealers' problems are many to-day. What will they be when the war is over and prices decline? To prepare for that period of readjustment organization is more necessary than it ever was in the entire history of the trade.

Many dealers are of the opinion that wholesalers and manufacturers are opposed to dealers' organizations. This is utterly erroneous. Manufacturers and wholesalers in their own business have benefited by organization; they know that the dealer also will benefit. Further, if organization makes the dealer a



**CANADIAN FARM IMPLEMENTS**

THE OFFICIAL ORGAN OF THE  
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION  
AND  
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

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A MONTHLY NEWSPAPER  
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF  
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

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Established in 1904 and Published Monthly by  
**Canadian Farm Implements, Limited**  
F. D. BLAKELY, Manager      A. A. THOMSON, Editor  
811-12 CONFEDERATION LIFE BLDG.      Telephone Main 518      WINNIPEG, CANADA

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**SUBSCRIPTIONS**  
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**CORRESPONDENCE**  
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

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WINNIPEG, CANADA, FEBRUARY, 1918

better business man, more efficient, doing more business and getting better profits, does this not react to the benefit of both manufacturer and wholesaler. Surely every dealer can realize that fact. As a matter of fact, practically every wholesaler would be devoutly thankful to see dealers incorporated in strong and efficient organizations. It would all tend to the betterment of the trade, to raising it to a higher plane of efficiency.

No man can deny the importance of the implement industry these days, and sad it is to see that in the retail branch of the business so little interest is taken in organization and association. No one can help the dealer in this connection better than himself. What you want the trade to be it will be. What can you do to help out the work of organization in your district and in your province?

#### Steel Prices Continue in Effect

President Wilson has approved the recommendation of the War Industries Board that the maximum prices fixed in September, 1917, by the President upon the recommendation of the board upon ore, coke, pig iron, steel and steel products, subject to revision on Jan. 1, continue to March 1.

No new contracts calling for delivery of any of these commodities on or after April 1, 1918,

are to specify a price, unless such price is subject to revision by the government. All deliveries after that date shall not exceed the maximum price then in force.

As we have previously pointed out, the prices set by the U.S. Government in September in no way indicate the value of the materials now being used in the manufacture of implements. Such materials were purchased on contract for future delivery, at much higher prices, before ever the price was fixed on steel and iron by the U.S. authorities.

#### Implements at the Elevators

The various grain growers' associations have been and are carrying stocks of the farm machinery they handle on display at their various elevators. This machinery is for sale, but there seems to be no reason why these organizations should not pay a business tax on this class of effort—which they do not. The dealer handling implements in any community has to pay a business tax. Why should not those organizations do so who are also in the same class of business and who are competing with him? Dealers should make every effort in their community to see that such implement stocks are taxed like any other branch of local business. Let's have fair taxation in this connection.

### Hold a "Repair Week"

During early March is a good time for the dealer to hold a "Repair Week." A great demand for repair parts is anticipated, and the farmer is notoriously given to waiting until the last moment before he orders his repairs. Dealers, by holding a repair week, can get in orders for spare parts and replacements early, so that when the fields are ready to work no delay will take place owing to non-supply of required parts.

The dealer could individually announce in the local paper that he is holding a Repair Week, during which he will see to repair orders of all kinds. As a matter of fact, there is no reason why in any community the dealers for the various lines could not co-operate and run a large combined ad. in the local paper featuring the Repair Week as a farm equipment event in the community. The customer will benefit by getting his orders in early for repairs; the dealer will be saved worry through such a procedure, and machines will be ready to get to work to increase production whenever the season permits. Get together, dealers, in your several towns and see if you cannot co-operate in the inauguration of a "Repair Week" for spring tools. In June, if it be necessary, another similar effort can be made so as to ensure the harvesting machinery being ready for the battle for increased production in Western Canada.

In the United States the whole implement business is combining to make the first week in March a natural inspection and repair week. The wise movement can be copied with profit by the implement trade in Canada. All manufacturers and wholesalers will co-operate with dealers.

#### Price and Policy

If to procure business a man makes a ruinously low price, requesting the customer not to mention the transaction, he may even be foolish enough to think he has put it across competition. In reality he has simply injured himself, firstly, by establishing a bad precedent, and secondly, by inviting a competitor to slash under him at the first opportunity.

Such a condition is caused principally because implement sales aggregate greater amounts than most purchases. The customers go from one dealer to another, secure their prices, tell what offer they have received on the same line of goods in the



next town, etc. Frequently prices are misquoted. One type of dealer may have more confidence in a customer's word than he has in his competitor's business ability and business integrity, forgetting that he must have a legitimate profit in order to continue in business. We proceed to meet the price, thereby continuing this destructive policy.

The only remedy for such a condition is by organization. Dealers must organize, must get acquainted with their competitor, have some confidence in him and convince themselves that he is a man, and enough of a business man to demand a legitimate price for his goods.

If he is doing a legitimate business, if he is maintaining a stock, if he is carrying repairs, devoting his time to his business and to his customer's interest, we know he must have a legitimate profit, and can look with disfavor on so-called quotations the customer may claim to have received. If he is not legitimate, if he is not carrying repair stocks, if he is not in position to take care of the goods he sells, not only this year, but next year and the year after, it is not necessary for us to recognize him as a competitor, and to the thinking, progressive farmer, against such competition it is no trouble to secure the business.

### Crop and Implement Value

An article is high or low in price according to its value in comparison with other articles or commodities and with the purchasing power of labor. For example, the increase in the price of farm implements in the past two or three years has raised the question as to the advisability of a wider purchase of new implements than where normal conditions prevail.

When the customer complains that the price of farm machinery is too high, it might be well to remind him that the increase in the price per bushel of farm crops has been from 40 to 120 per cent, while the increase in the price of farm implements has been much less.

To get down to concrete facts, let us compare the present prices of implements in Western Canada with wheat at \$2.00 per bushel with the price obtaining five years ago when wheat sold at 70 cents a bushel.

To-day 100 bushels of wheat will pay for a 20 single disc drill. Five years ago it required the value of 185 bushels of wheat to purchase the same machine.

To-day 75 bushels of wheat will buy a 28-inch high lift gang plow. Five years ago this plow

took the value of 120 bushels of wheat to purchase.

To-day 75 bushels of wheat will purchase a 3½ x 4½ wagon. In 1912 it took 140 bushels of wheat to pay for the same size of wagon.

To-day 130 bushels of wheat will pay for an 8-foot binder complete. Five years ago the farmer had to sell 230 bushels of wheat to pay for a binder of the same size.

Any dealer can work out such illustrations indefinitely. Take the present price of livestock and apply it to a feed grinder; the present price of butter and apply it to a cream separator; the present price of pork and apply it to a manure spreader, and you will find that pound for pound and bushel for bushel the farmer sells far less of what he raises to-day to purchase necessary machinery and equipment than ever he did before. As a matter of fact, implements are cheaper than ever they were, based on the value of the crops they raise for the man who owns them. Keep that fact before your customers. Get it into your local advertisements, your circulars, and ask the local editor to help out with a little publicity along this line.

### Automobiles in Demand

The announcement that automobile makers in the United States and Canada are being assured of an ample supply of high grade steel is reassuring. The automobile industry has become a fundamental in modern business life, and has come to stay. The automobile is essential to the welfare of modern business.

Approximately 85 per cent of the output is purchased every year for business purposes and is as indispensable as the telephone, electric light and the telegraph. The so-called "pleasure car" is more or less a negligible factor. The great bulk of passenger cars are used by business men, farmers and professional men in the more expeditious handling of their business. If there is any curtailment in the automobile output during the coming year it will not be due to lack of demand; in all likelihood more cars will be wanted than can be produced.

### Are You Ashamed?

If there are some business people in your town who are anxious to see the town progress and improve as a place to live and a place to do business, and if you are not helping these people in their work, are you ashamed of your lack of interest?

If others care enough to promote the welfare of the community and you do not care enough, are you ashamed?

If there are men and women who are willing to work overtime to develop better school systems, and better living conditions in your town and if you will not turn your hand over to help them, are you ashamed?

If you think more about making money, more about the affairs in your own narrow, little life than about what can be done for the good of your less fortunate fellow-citizens, are you ashamed?

If you are not ashamed of your shortcomings in these directions, make up your mind that you are destined to continue to live a selfish life and die an unmourned death.

There is mighty little use in any community for the selfish man and his family, and nobody cares, when they depart, whether they go by the above ground or by the underground route.

### Obituary

We regret to note the death, at Claresholm, Alta., of J. T. Hunter, head of the implement firm of J. T. Hunter & Son. Deceased was popular in town and territory, and will be missed by a wide circle of friends.

\* \* \* \*

It is with sorrow that we announce the death of Mrs. L. J. Haug, wife of L. J. Haug, manager of the Regina branch of the Canadian Avery Company. The deceased lady, who had been in indifferent health for some time, passed away at Albuquerque, New Mexico, on January 4th. She had resided in the milder southern climate for the past three years, and was laid to rest at Dawson, Minn., on January 12. On behalf of the trade we extend our sincere sympathy to Mr. Haug on his bereavement.

\* \* \* \*

On January 17 there passed away at Winnipeg James H. Munroe, head of the Munroe Steel & Wire Works, and at one time connected with the Hero Mfg. Co. Apoplexy was the cause of death. Deceased was popular in fraternal and business circles.

\* \* \* \*

During January, Frank L. Eddy, assistant cashier of the Lethbridge branch of the International Harvester Co., died suddenly from acute gastritis. Deceased was 27 years old, and was very popular in the city. He belonged to South Dakota.

All aboard for "Repair Week."

### Personal

O. E. Skillman is a new automobile dealer at Raymore.

Chas. Wallan, a dealer at Austin, has joined the army.

Wright & Co. are now carrying on an auto business at Fillmore.

W. A. Tesky has opened an auto repair business at Travers.

R. T. Davis, a dealer at Ridgeville, has sold out to W. H. Post.

A. Keddle is an automobile agent now doing business at Stirling.

Gillespie & Murphy, machinists at Melfort, have dissolved partnership.

General Supplies, Ltd., is a new automobile accessory concern at Regina.

Alex Waddell is a new automobile dealer and repair man at Burdett.

George Rodgers has discontinued his implement business at Yorkton.

Gonzet & Karren are a firm of machine agents now operating at Lethbridge.

J. L. Morrison, an implement dealer at Loughheed, has sold out to W. C. Reed.

Schempt & Peidt, auto dealers at Estuary, have sold out to Stiles & Scheid.

Scherbon & Bobyn is the title of a new retail implement concern at Hafford.

The business of the Megaw Motor Co., Vernon, B.C., is advertised for sale.

John Pretty & Co. is the name of a new firm of manufacturers agents in Regina.

The White Sewing Machine Co. has opened a branch business at Edmonton.

The Manitoba Motor League, Winnipeg, is applying for a charter of incorporation.

The Tractor Company is a new farm machinery concern recently incorporated at Saskatoon.

The Motor Car Supply Co., Calgary, have opened an auto accessory branch at Lethbridge.

W. J. Nesbit, an implement dealer at Stonewall, has discontinued operations in that town.

Arthur Draper now carries on the implement business at Hartney, formerly controlled by M. L. Gillies.

Willits & Potter, farm machinery dealers at Pakowki, have removed their business to Manyberries.

O. P. Maclean, Canadian manager of the Sharples Separator Co., attended the Sharples sales convention at West Chester, Pa. Mr. Maclean gave an address to



the salesmen on Canadian trade conditions.

F. T. Dawson has bought out the implement business at Roland, formerly carried on by D. W. Jones.

G. W. Delsing, the automobile man at Craigmyle, has taken a partner named Thomson into his business.

E. F. and J. W. Shields, also D. D. Stair, have dissolved partnership in an automobile business at Sceptre.

E. P. Jones, an implement dealer at Anglia, was in Winnipeg recently, visiting the wholesale houses.

Harvey Holstead is now proprietor of an implement business at Myrtle, where he bought out R. H. Brown.

R. Laufersweiler, the Cockshutt dealer at Ridgeville, spent a few weeks in Winnipeg at a tractor school.

The Cushman Motor Works of Canada has been registered in the province of Saskatchewan. Capital, \$100,000.

Norman Cox, Limited, is a concern now incorporated at Saskatoon to deal in farm machinery

and equipment. Capital is given as \$50,000.

Kerr & Caughey, automobile dealers at Burdett, have dissolved partnership. A. E. Caughey continues the business.

The implement business at Saltcoats, formerly carried on by the late R. McNichol, is now owned by H. Leppington.

M. Cote, a hardware and harness dealer at North Battleford, has sold out the hardware section to J. M. Cote.

W. S. Johnson, Barnwell, has taken over the implement business at Taber formerly carried on by M. Franklin.

Morden & Hamilton, harness dealers at Tilson, have dissolved partnership. J. D. Morden continues the business.

R. J. Barrett, the new Massey-Harris agent at Orion, has established himself in a nice warehouse in that centre.

McKay & Barnes, dealers at Elnora, have dissolved partnership. The concern is now controlled by D. McKay & Son.

H. W. Hutchinson, western manager of Carriage Factories Ltd., Winnipeg, recently left for

the East on a business trip to Toronto and other centres.

John McKay, a blacksmith and implement dealer at Carsland, is selling out his forge and will take on new implement lines.

Corp. A. E. Boggis, formerly employed with the Massey-Harris Co., Winnipeg, has been awarded the Military Medal.

The members of the firm of Ogden & Coakwell, implement and automobile dealers at Stoughton, has been dissolved.

Thomas L. Coyne, the implement dealer at Lundar, has sold out his business at that point to Hunt & Rose, two implement men.

L. G. Wilkinson, the popular implement dealer at Dysart, has taken a partner into his business. Firm name is now Wilkinson & Ramsey.

J. B. Wiebe, who handles a full line of farm machinery at Herbert, also stoves and ranges, reports business promising in that district.

It is reported that W. Springbett, who has been a blacksmith at Red Deer for 20 years, is to open up an implement business in that town.

David Drehmer, manager of the John Deere Plow Co., Winnipeg, recently returned from a visit to the headquarters of the Deere organization at Moline.

Hunter & Wilson, automobile agents at Bradwardine, have registered a partnership in their business at that point, and have opened well equipped premises.

The King Ventilating Co., Ltd., Moose Jaw, has been incorporated for the purpose of manufacturing and handling barn and home ventilating equipment. Capital, \$25,000.

The Claresholm Garage, Ltd., with a capital of \$40,000, has been incorporated at Claresholm. At Cardston, the Cardston Motors Ltd., is also a new automobile concern.

It is reported that Arthur Cole, formerly a resident of Fort Pierre, S.D., has sold the manufacturing rights of a tractor he has invented to a corporation at Toronto, Ont.

W. I. Smale, the genial manager of the Brandon Fair, recently underwent an operation in Winnipeg. We are glad to report that Mr. Smale has made a splendid recovery.

W. E. Hall, for a number of years connected with the Gray-Campbell Co., at Winnipeg and Moose Jaw, is now manager of the Canadian Specialty Co., Moose Jaw, a concern handling

various farm equipment specialties.

W. H. Whitaker, secretary of the Goold, Shapley & Muir Co., Brantford, Ont., is at present on a business trip, which will take in the Western Canadian branches of his company.

W. A. Carrell, formerly superintendent of the engine plant of the International Harvester Company, has been appointed engineer and works manager of the Erd Motor Co., Saginaw, Mich.

C. G. Rose, assistant sales manager of the Renfrew Machinery Co., Renfrew, Ont., is at present on a business trip in Western Canada. Mr. Rose will look over conditions in all the western provinces.

H. H. Conzet, who for five years has had the provincial agency in Alberta for the Stewart Sheaf Loader, along with F. W. Karren, of Magrath, has opened a farm land business in Lethbridge.

Our old friend, Jim McEwen, the popular implement dealer at Togo, was a recent visitor to the city, where he attended the Retail Lumbermen's Convention. Mr. McEwen reports business excellent in his territory.

On January 21st we noticed W. J. Wilson, sales manager of the Winnipeg Ceiling & Roofing Company, wearing a large and expansive smile. The reason was a brand new daughter. Congratulations, "W.J."

Mart McMahon, the well-known dealer at Lethbridge, was a recent visitor to Minneapolis. It is reported that Mart closed a large order for Heider tractors at the Northern Rock Island Plow Co.'s office in that city.

H. W. Fleury, head of the well-known firm of J. Fleury's Sons, Aurora, Ont., recently visited the John Deere Plow Co., Winnipeg, who are Western agents for the Fleury line. Mr. Fleury returned east through the States.

E. S. Strachan, manager of the John Watson Mfg. Co., Winnipeg, recently accompanied Mrs. Strachan to Rochester, Minn., where she underwent an operation. We are glad to report that Mrs. Strachan has made an exceptionally good recovery.

J. M. Thompson, the popular manager at Winnipeg for Beatty Bros., Ltd., the barn equipment concern, recently returned from a three weeks visit to the headquarters of the company at Fergus, Ont. Mr. Thompson reports the factory as busy on the "B.T." lines.

A. Head was recently appoin-



## Abreast of the Times

In these days of earnest striving for greater production, you'll find it easy to talk and sell a tool that has an established reputation for increasing crop yields. Farmers are awake to the need for better seed beds and intensive tillage. For nearly a half of a century, the

## "ACME" Pulverizing Harrow

has been used and endorsed by the most successful and progressive farmers everywhere. It makes perfect seed beds, is light in draft and the driver rides in comfort. Just the tool for orchard cultivation also. Succeeds on all soils—there's a size and style for every farm.

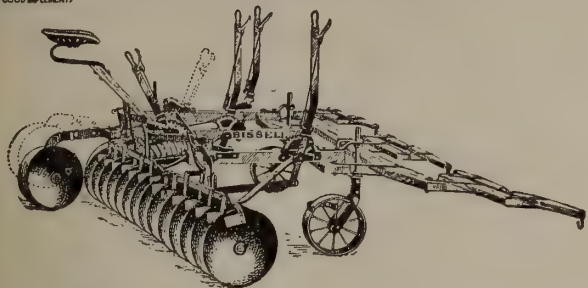
"Acme" Harrows are nationally advertised and fully guaranteed. We allow you a liberal margin of profit and support you heartily. Write us today for full particulars.

**Duane H. Nash Inc.**

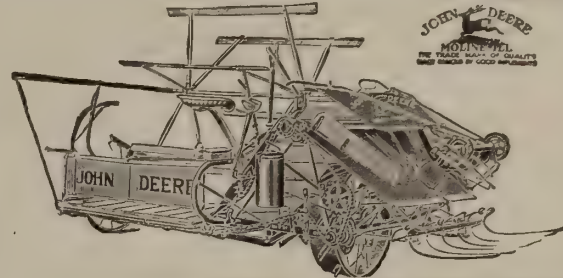
107 Elm Street

Millington, N. J.





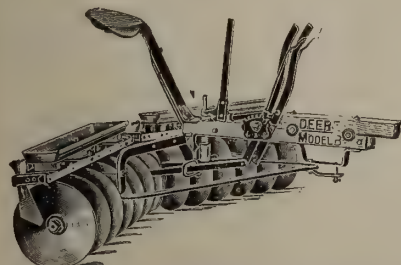
14-FOOT BISSELL DISC HARROW



JOHN DEERE BINDER—THE BETTER BINDER

## Some Units OF THE Line of Quality

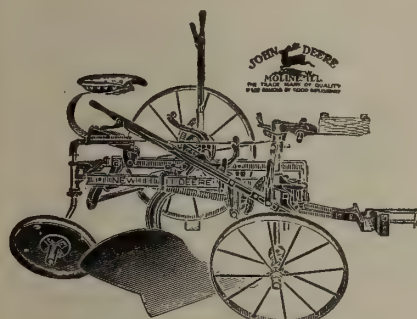
# THE LINE



DEERE & MANSUR DISC HARROW



VAN BRUNT DRILL



NEW DEERE SULKY PLOW



JOHN DEERE WAGON

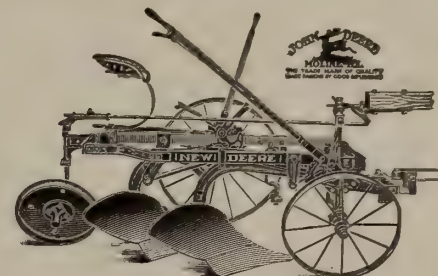
## Quick Sales Fair Profits

are the results of handling the John Deere Line of Farm Machinery, the line which to-day is without doubt the best known in Western Canada from the standpoint of Quality and Durability.

### Contract NOW for John Deere

- |                             |                  |
|-----------------------------|------------------|
| Mowers                      | Rakes            |
| Walking Plows               | Wagons           |
| New Deere Gangs             | Van Brunt Drills |
| New Deere Sulky             | Sweep Rakes      |
| Plows for Light Tractors    | Stackers         |
| Disc Harrows                | Hay Loaders      |
| Lever Harrows               | Hay Presses      |
| John Deere Manure Spreaders |                  |

- |                        |                      |
|------------------------|----------------------|
| Bissell Disc Harrows   | Fleury Pulverizers   |
| Canadian Farm Wagons   | Fleury Channel Steel |
| Hoover Potato Planters | Harrow               |
| Hoover Potato Diggers  | Fleury Straw Cutter  |
| Acme Pulverizers       | Fleury Grinders and  |
| Kramer Rotary Harrows  | Crushers             |



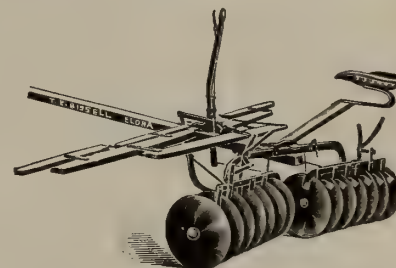
NEW DEERE GANG PLOW



JOHN DEERE MOWER

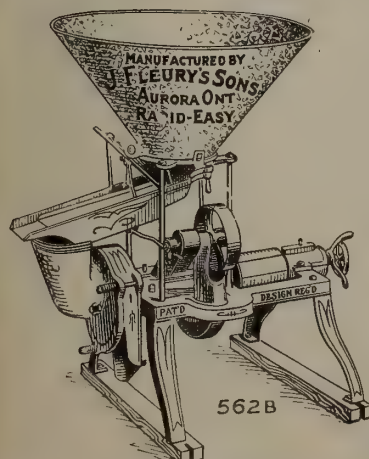


DEERE SIDE-DELIVERY RAKE



BISSELL 8-FOOT DISC HARROW

## A FULL LINE OF AGRICULTURAL IMPLEMENTS



FLEURY GRINDER

The John Deere Binder  
is the BETTER Binder

## John Deere Plow Co., Limited

Winnipeg  
Saskatoon

Regina  
Edmonton

Calgary  
Lethbridge



DAIN HAY LOADER





ted manager of the Tire Department of the Central and Alberta Divisions of the Gutta Percha & Rubber, Ltd. This territory extends from Fort William, Ont., to Golden, B.C., and includes seven branches. Mr. Head has been with Gutta Percha & Rubber, Ltd., since 1912.

W. May, for many years connected with the implement trade in the West, has left the employment of the Winnipeg branch of the International Harvester Co. Mr. May has been appointed Director of Hotel Accommodation for Manitoba, his duties being to see to the administration of the Hotel Act in the province.

Don't know how you pronounce the names, but this is the dope: At Blaine Lake, Padavinecoff & Zarchekoff, implement dealers, have dissolved partnership. H. Padavinecoff continues the warehouse. Mr. Zarchekoff has joined hands with an implement dealer named Karaloff, opening a new implement and automobile agency.

We recently had the pleasure of a visit from our old friend, Bert Conway, the implement man at Regina. Mr. Conway was en route West, after a business trip which embraced Chicago, Toronto, Montreal, Quebec, and

other points. He has made full arrangements for the supply of the lines he handles and is all ready for the coming season with good stocks on hand.

#### Cockshutt Man on Trip to Europe

George C. Scott, advertising manager of the Cockshutt Plow Co., Brantford, Ont., has left that city for a 'two months' visit to England and France. While in Europe Mr. Scott will look into the implement interests of his company on the other side and will size up the plow situation. There is at present a very heavy demand for Cockshutt horse and engine plows in both England and France, testifying to the popularity of this well-known Canadian line.

#### Peoria Man Visits Winnipeg

H. A. Coffman, sales manager of the Hart Grain Weigher Co., Peoria, Ill., manufacturers of Hart & Perfection automatic registers and Langdon self-feeders, was a recent business visitor to Winnipeg. Mr. Coffman spent a few days with the Cushman Motor Works of Canada, which concern handles the products of his company in the Canadian West. He is favorably impressed

with the business outlook for 1918, and reports the Hart factory as very busy.

#### Sharples Canadian Manager in West

O. P. Maclean, Canadian manager of the Sharples Separator Co., whose headquarters are at Toronto, paid us a visit the last week of the month. Mr. Maclean was on a western trip that took in Brandon and Regina. He stated that the annual Sharples convention at West Chester, Pa., was a great success this year, and that the factories were hard at it manufacturing Sharples suction-feed separators.

C. P. Kite has been appointed sales manager of the Regina branch of the Sharples organization. Mr. Kite has been a salesman with a most successful record. He sold the first Sharples factory cream separator in Chicago, and under his supervision the company look to a marked increase in West Canadian trade.

Several new travellers have been appointed in Western territory: J. C. Nattress will cover the Edmonton district, while J. R. Dutton, who served over a year in France, will cover Southern Saskatchewan territory. In Saskatoon district R. J. Cuthbert-

son will visit the trade with the famous suction-feed separator. In Central Saskatchewan, D. J. McLeod and Mr. Heim are covering the territory. Mitchell & McGregor, Brandon, distributors for Manitoba, report a good demand for Sharples machines. The repair shop at Regina is kept busy, and dealers are advised to send their repair requirements to Regina where prompt care will be taken of them.

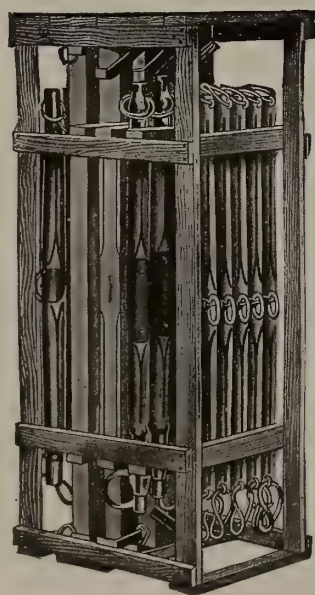
#### Case T.M. Co. Branch Managers Meet in Annual Convention

The sixteenth annual branch manager's meeting of the J. I. Case T.M. Co., was held at the home office in Racine, Wis., Jan. 21st to 26th, 1918. Thirty-one managers, together with their assistants, were in attendance from the various branches in both the States and Canada. From Canada's territory the following attended the meeting: J. T. Atkinson and B. H. Tewsbury, Calgary branch; H. J. Quane and C. V. Leslie, Regina branch; T. D. M. Osborne and F. R. Shultz, Saskatoon branch; J. H. Redden and L. J. Mumford, Winnipeg branch.

The meetings were in charge of E. J. Gittins, vice-president in charge of sales. While the sales for 1917 largely overshadowed those of any previous year, a vigorous campaign was outlined for 1918 and the slogan adopted for this year was: "Over the top for 1918 — Bigger Sales — Better Sales."

#### Avery Calendars

The 1918 poster calendars issued by the Avery Company, Peoria, to all their dealers, are very tasteful and can be used to good advantage in the warehouse or office. The complete line of six sizes of Avery tractors are shown, also plowing and threshing rigs in actual operation. The color work on this hanger is exceptionally fine, and interested dealers can obtain same by writing the nearest branch of the Canadian Avery Co., at Winnipeg or Regina.



Westwo

The Best Grown  
The Best Made  
The Best Painted

EVERY PIECE GUARANTEED

Order a Sample Crate today and always specify

Westwo

Westwo

The "Guaranteed" Line

PAINTED SETS

FOR

WAGON PLOW IMPLEMENT

Including a Complete Range of  
Doubletree Sets, Hitches, Gang Eveners,  
Whiffletrees, Neckyokes,  
Wagon and Implement Tongues, Reaches,  
ETC., ETC.

Write for

Westwo

FOLDER AND PRICES

Sold and Guaranteed by

D. Ackland & Son, Ltd.

WINNIPEG

CALGARY





### The Sale of Farm Scales

If a farmer only sells his stock by weight he usually drives his stock to the nearest scales in the town or village. Why nearest? Because the cattle shrink so on the road. Whenever there is trouble in driving cattle, as there usually is with young stock, most of the chasing is done in getting them off the farm, out of sight of home. Before they have left the farm the chasing, heating up and frightening is done; and right there the shrinkage occurs, before the cattle are on the road at all.

Had there been scales on the farm itself, upon which the cattle had been used to being driven, while the watchful farmer studied their development and determined at what point the cost of a pound of grain made it advisable for him to sell at ruling prices, there would have been no shrinkage before weighing and the farmer would have been ahead anywhere from \$5 to \$20 on the herd. Pretty good interest on the price of scales.

How convenient it really is, too, how really necessary in fact, for the up-to-date farm to have scales so located that every load of hay can be driven across them and weighed as it comes from the field. Then the farmer would know just what he had to depend on. If he had to buy other feed or desired to sell hay, he could watch for the most favorable market without having to wait until he "sees how much he needs." If he wants to feed it all out on the place he knows whether he must buy more stock or if he must sell off a part of what he has. It is the difference between dealing in guess work and facts with him.

And not only are larger scales necessary, but on the average farm there is lots of room for smaller scales as well. Grain, feed, potatoes in small lots should be weighed. In fact, the functions of the scales are endless.

Farm scales occupy the same place in the farmer's economic system that bookkeeping does to the merchant, so it should be the chief aim of the salesman to keep the farmer's attention centered on the business end of farming. For once the question of production takes secondary place with that of accounting for what is produced. In this respect the condition is very different from that which exists in the sale of nearly every other farm implement, and this very point should be brought out, that scales are the only accountant the farmer has to depend on. The usual

farm implement salesman dwells upon the greater production either from the same amount of ground or the same amount of work; the scale salesman upon the saving of more products; the elimination of waste.

### Automobiles in Manitoba

In 1908 there were 418 cars in Manitoba; in 1910, 1,524; in 1912, 4,099; 1914, 6,974; 1916, 11,953, and in 1917, 17,393. These 17,393 automobiles in Manitoba

comprise 166 different makes. The percentage of increase in cars sold in 1917, compared with 1916, is 46 per cent. Leading in popularity is the Ford car, totaling, 9,027; the McLaughlin is next with 7,252, and the Overland next with 1,410. In Winnipeg 5,743 cars are registered; Brandon, 668; Portage la Prairie, 289; Dauphin, 174, and Carman, 143.

Being on time and on the job are synonymous phrases.

### Heads National Tractor Demonstration

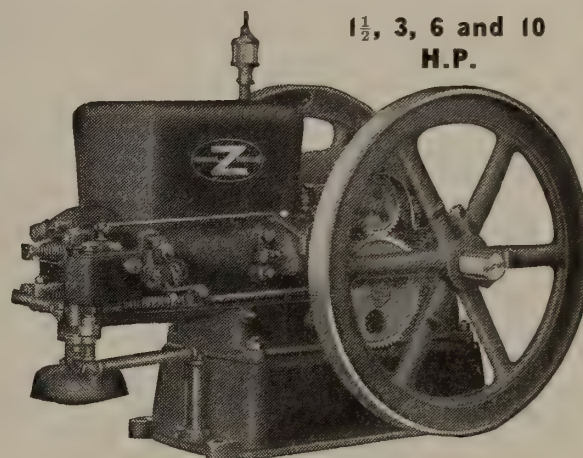
A. E. Hildebrand, Bloomington, Ill., has again been chosen manager of the national tractor demonstrations, a position he has held for several years. Mr. Hildebrand reports that the dates and location of the principal demonstration in the U.S. and Canada have not yet been chosen and probably will not be until late in the spring or early in the summer.

## Dealers: Multiply Your Engine Sales

The farmer demands a better engine—at a reasonable price to be sure—but an engine that he can depend upon. You know the satisfaction of selling such an engine, when one sold sells several more. A good reliable engine is easier sold, as hundreds of dealers have proven who handle

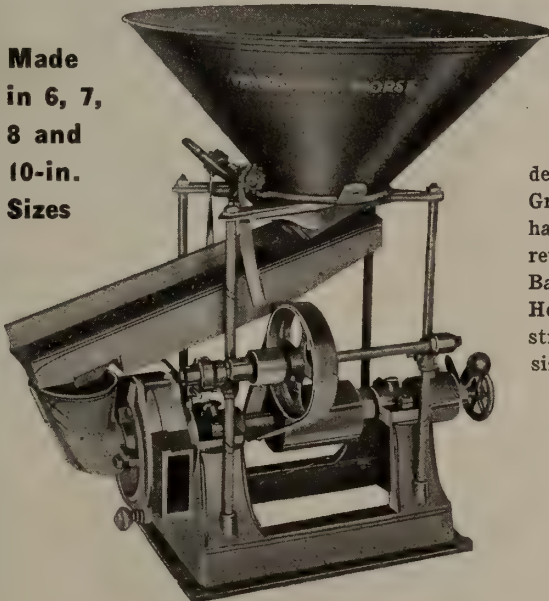
### Fairbanks-Morse Type "Z" Engines

Estimate the engine demand in your territory and meet it with the Type "Z." This engine assures you a good profit; it has no "come-back." Uses gasoline, kerosene and all cheap fuels. Not an adapted contraption, but A SPECIALLY ADAPTED OIL ENGINE. Built-in magneto, throttling governor, pump fuel feed. Gives steady, reliable service and has inherent quality found in no other engine at anywhere near the price.



1½, 3, 6 and 10 H.P.

Made in 6, 7, 8 and 10-in. Sizes



### Big Capacity—Better Work Type "F" Low-Down Plate Grinder

The man who handles the Type "F" Grinder supplies a steady demand in any territory. He has little competition for this line. Great capacity, light running qualities and perfection of work done have put these grinders in a class by themselves. Enclosed, flat, reversible plates are interchangeable and absolutely self-aligning. Ball-thrust bearing prevents heating; direct drive gives light draft. Heavy drive shaft and long, well lubricated bearings make for strength and low power requirements. Baggers supplied for all sizes. Ask for full particulars of the Type "F."

### Fairbanks Standard Farm Truck Scales—a Big Selling Line

At present prices the farmer cannot afford to guess at weights. He is a live prospect for the Fairbanks Farm Truck Scale—the world's standard in accuracy. Weighs up to 2,000 lbs. Heavy brass beam graduated in half-pounds. Platform, 26 x 34-ins. Scale moves easily on ball-bearing swivel casters. Lasts a lifetime. Total weight, 280 lbs. Ask for our special scale bulletin.

#### GET OUR LIBERAL AGENCY CONTRACT

Fairbanks-Morse Co-operation, with Fairbanks-Morse Quality and Service, make the Fairbanks-Morse Contract a mighty profitable one to have. Our big advertising campaign steadily directs business to our dealers. We'll be glad to submit you our proposition. Drop us a line—to-day.



Dealers visiting Winnipeg during Bonspiel, Feb. 12-21, are cordially invited to inspect our full line, on view at 300 PRINCESS STREET.



**THE CANADIAN FAIRBANKS-MORSE CO. LIMITED**  
SASKATOON WINNIPEG CALGARY



## Keeping the Engine Sold

Some years ago, in relation to publicity matter regarding farm engines, you would often see the statement that the "— engine requires no attention." As years pass it has been realized that the customer realizes that he has bought the engine with a certain definite understanding. In this connection he must be assured that the engine will produce a certain horse power, or that it will have capacity sufficient to drive certain machines. The customer knows—in some cases

too well—that any engine requires a certain amount of attention. No engine can be satisfactorily sold by the dealer until the buyer is told that the engine will cost so much, which is to be paid for in a certain way. Lastly, there must be some guaranty as to repairs or the making good of defects.

One of the greatest profit killers in the engine-selling game is excess service. For some very minor defect the dealer may have to go out into the territory

and see to some trivial adjustment which the customer himself could easily have seen to had he had the requisite knowledge. During his absence from the store the dealer may lose valuable business. No engine made is absolutely fool-proof, and it pays the engine dealer handsomely to give each engine purchaser a thorough course in the eventualities which may occur in running the engine. Show him the way to make necessary adjustments so as to save yourself future trouble.

We all know that the best way to do away with excessive service is to sell an engine that requires the minimum of service. Yet the farmer, in the vast majority of cases, has got very definite ideas as to what an engine should cost. He is steadily wanting a lower price on engines—despite the increased cost in engine production—and this frame of mind is largely due to the steady bombardment in engine business carried on by the direct selling concerns, who have always made a feature of low price instead of quality of construction. As a matter of fact, the farmer has largely based his idea of what an engine should cost from the prices in mail order catalogs.

There is, of course, the type of customer who really knows and

values a high-grade engine, but there are a majority of the other kind, and they keep the dealer hustling in making engine sales. As all of us know, the better the engine you handle, the less service you will have to give. Also the cheaper the engine you sell, the more liable you are to service demands.

It is impossible for any man to sell engines satisfactorily unless he can demonstrate them. Cases are on record where a dealer has had an engine in stock, but not fitted up to run. The prospect liked the engine, but the dealer could not show it in operation, with the result that the farmer went down the street and bought an engine he liked less, simply because the dealer was able to demonstrate it. Demonstrating ability is essential to engine selling.

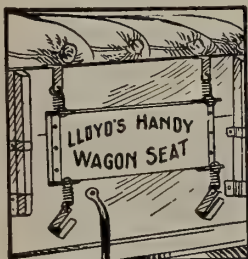
Now, this same factor in selling engines works out as a great help in keeping them sold. A farmer has a little trouble. He comes in and tells you about it. He shows you on your sample engine just how his is working. You show him on your engine just what he should do. He is helped out in many cases and your "nursing" expense with him is practically nothing.

One way to keep engines sold is to see that they are used as much as possible. The more a man uses his engine the better acquainted he will get with it and the better able he will be to get good results from it. Every hour that he uses it, it should be making money for him. The more it makes for him a year, the better it is for you. See that your customers have machines to run with their engines. If a man buys an engine for pumping water, find out some time if he has a feed grinder. If he has none, send him literature on these machines. Ask him to let you demonstrate one that you have in stock. Show him how easily your stock engine will run it and what nice work it will do. If he has a portable engine for running a separator, find out if he has much wood sawing to do on his farm, and if so, try to interest him in a portable saw rig.

Give full and clear instructions with every engine you sell. It will save you future trouble. After having sold a line of engines for a year or two, the dealer will usually be able to gauge pretty closely just what class of repairs are most liable to be needed for this make. By this means he can often anticipate the demand for repairs, so that he has the spring, valve or other part right on hand when it is wanted.

### LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS—A BIG SELLING LINE

THEY FIT ANY WAGON OR SLEIGH BOX MADE



One Wagon Loaded

#### DEALERS:

Get a stock on hand and see every one sold sell another. Order your wagons less seats and supply the Lloyds. Take up no box space. Carry 600 lbs. Strong, low set and give an easy riding motion. Full stock on hand. Write for dealers' prices at once. You can make money with this specialty.



Going Home

MANUFACTURED AND GUARANTEED BY THE

**WAWANESA WAGON SEAT COMPANY**  
WAWANESA, MANITOBA.

## Dealers: Handle a Complete Line of Windmills



10ft. VANELESS Wood Wheel DIRECT STROKE pumping mill for same towers as furnished with our STEEL MILLS

We are adding to our WIND-MILL line this year a 5 ft. shallow well mill with 20 ft. and 31 ft. 3-post 5½ ft. GIRTED towers; also our improved type 10 ft. VANELESS mill for use with our new line of 5½ ft. girted 3 and 4-foot towers.

A number of improvements have also been made in our 8 ft. and 10 ft steel mills.

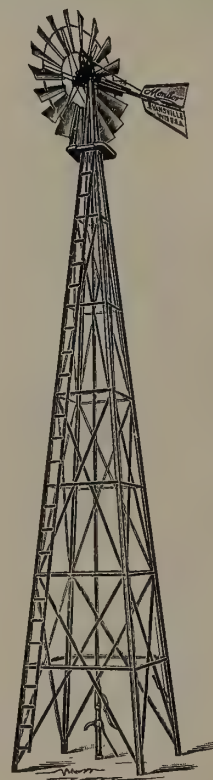
Dealers: We have the best windmill proposition we have ever been able to offer you this year. Our prices will be

published to the Dealer only and will be ready for mailing out February 15th. Consider our contract before contracting elsewhere.

A full illustrated circular will be ready for sending out with our new price list.

Apply for your territory at once, else it may be previously spoken for.

Write to-day for full particulars.



5ft., 8ft. and 10ft. STEEL BACK GEARED PUMP-ING WINDMILLS. With 3 and 4 post 5½ ft. GIRTED TOWERS

**MANITOBA ENGINES, LIMITED**  
8th and Assiniboine Ave. **BRANDON, MAN.**

Business Phone No. 2943



In like manner experience will show him what procedure is best to overcome operating troubles, so that he can save himself a trip by telling the farmer what to do over the telephone. Many an hour has been wasted on engine service when phone instruction might have done as well.

### The Kerosene Outfit

In commenting on the tractor demonstrations held this year all over North America, an engine manufacturer states that while most tractor manufacturers claim their outfits will operate successfully on kerosene, and most prospects seem to desire a kerosene outfit, in the opinion of the engine man nothing on the market is a success as a kerosene outfit unless it be the old single cylinder engine in which interest seems to be declining.

The opinion of this designer is that it is impossible to make a kerosene engine out of a gasoline by installing kerosene attachments. The kerosene gets by the pistons and into the crank case, mixing with and diluting the lubricant. An engine must be designed to use kerosene and kerosene only, according to this authority, and his advice is for prospective tractor owners to stay off the kerosene idea and use gasoline until a purely kerosene engine has been developed. To give satisfaction, the kerosene burner must use the fuel economically and with no trouble. Obviously anyone can burn kerosene in a gasoline engine after it is hot, but a change in design is necessary before kerosene can be successfully handled, says this designer.

### Short Terms Essential

The president of a farm machinery distributing concern in the United States, in a letter to the trade press, says: "After an experience of over 25 years in the wholesale implement business in this territory I find the average implement dealer with a poorer rating than was the case 20 years ago. I am fully convinced that this unsatisfactory condition is almost entirely due to the fact that the dealer has been and is selling terms instead of merchandise, and that the capital required is too large to successfully carry on a retail business in which the investment is turned only once, or at the best, twice a year.

"The percentage of profit that has to be added on a sale that is only made once or twice a year is so much larger than the percentage on a cash sale, or 30 or 60-day sale, that the retail price

leaves a spread that tempts all kinds of mail order business on a cash basis.

"Shortening terms is equivalent to cutting the present higher prices of goods, and will enable everyone to cut down the advance in machinery prices. Now is the time to shorten terms. If we wait until conditions are normal again, then we fall back to the long-time sale of terms."

### Volume and Profit

Modern competition is such that the main effort of every manufacturer is to place a price on the goods which he produces which will enable the largest possible number of people to use them, at the same time yielding to himself and to those who distribute his product an adequate and reasonable profit. The popular idea that

price maintenance is a system of extortion is absolutely erroneous. Were it so competition would rapidly make it impossible.

The necessity of manufacturer, wholesaler and retailer is volume of business. That volume absolutely depends upon the goods being a reasonable price compared with the same class of goods produced by competitors. It is not logical for the public to assume that any manufacturer can set a price for his product which is unreasonably high—a price which would yield either he or the retailer an enormous profit.

As a matter of fact a class of retailer is selling goods at a price which is below what he should charge. He may be cutting the price or he may be acting in ignorance without calculation of what it costs him to do business. The latter is the more common fault.

This being so, the retailer suffers—not the public.

The main object of the retailer is, like that of the manufacturer, to get volume of business and a fair margin of profit. He cannot expect a steady demand if he allows indefinite credit for which the cash customer must pay in the end. By such a step the cash customer suffers, and finally takes his patronage elsewhere. Price-cutting to attract trade may be an effort to attract trade in order to sell other goods at an exorbitant profit. In this aspect it is suicidal, as it is when considered from every point of view.

There are those living very near you while you complain that you cannot get ahead, who, with the same sort of capital you have, are laying foundations for success.



## "Maltese Cross" Tires are Deserving of Your Attention

**T**HESE are significant times to consider the value of the tires car owners require for their cars. Economies and safeguards provided by "Maltese Cross" tires of the "Paragon" Non-Skid and Heavy "Non-Skid" types play an important part and settle the vital matter of up-keep costs. They are built on the "grip" principle, and it pays to have them for rough, frozen, muddy and rutty roads.



## They Should be the Tires you Stock

Costing no more than ordinary tires, yet worth much more. Car owners are so strongly in favor of "Maltese Cross" Non-Skid covers and both the Red and the Grey "Maltese Cross" tubes that the factory making them has been increased in size to meet the demands of the buying public.

*Dealers: Get acquainted with the "Maltese Cross" complete line of Covers, Tubes and Accessories*

## GUTTA PERCHA & RUBBER, LIMITED

TORONTO :: CANADA

Write the Nearest Branch

Fort William  
Calgary

Winnipeg  
Lethbridge

Regina  
Edmonton

Saskatoon  
Vancouver



### Changes Announced by Sawyer-Massey Co.

The Sawyer-Massey Company, Hamilton, Ont., announces the following changes in Western Canadian territory. Branch houses have been established at Winnipeg, Regina and Calgary, each branch to be under the direction of and reporting to the head office of the organization at Hamilton; R. J. Balfour will be manager of the Calgary branch; W. J. Fuller manager at Regina, and John Robertson manager of the Winnipeg branch. Thomas

A. Drummond will continue as head office representative for the company, and will have his headquarters at Regina. The various branches look forward to a busy season in 1918.

### A Handy Publication on Rubber Belting

The Dunlop Tire & Rubber Goods Co., Toronto, have issued a finely compiled catalogue dealing with the uses and advantages of Dunlop rubber belting. The superiority of this class of belting is emphasized, while transmission, conveyor, elevator and thresher belts are shown in detail. Handy hints are given on endless belting, splicing and belt lacing. The fine illustrations help to embellish a catalogue that the dealer will find valuable for his files. Write for it to the nearest branch of the company.

### Tractors Wanted for France

The U.S. Government has undertaken to ship 1,500 tractors to France. Over a hundred are now en route, and the whole shipment will be in France in March, in time for spring plowing. The National Implement and Vehicle Association gave assurance that the tractors would be supplied without injury to the home de-

mand. In France in 1917, as compared with 1913, there was a decrease in cultivated acreage of 24.4 per cent.

The total crop production in France in 1917 is officially given as 22,200,000 metric tons (24,581,290 short tons), compared with 35,800,000 metric tons (29,462,340 short tons) in 1913, a decrease of 13,600,000 metric tons (14,881,050 short tons), or 61.8 per cent, or a decrease of 38.7 per cent.

It is stated that in France tractors can plow 500,000 acres this spring, and another million acres for planting fall wheat. Half a million acres in potatoes would produce 1,500,000 tons of potatoes. One million acres in fall wheat would produce 450,000 tons of wheat. This increased production in France would greatly relieve the food situation in that country.

The French Government has issued an appeal to French firms to outline their possibilities as regards tractor production. Over 200 have been promised by French factories, hence the great demand for American tractors and plows. The government is undertaking the maintenance and repair of tractors, tractor plows and reapers, but has great difficulty in getting repairs for American machines. It is estimated that

from three to four thousand tractors are urgently required in France at the present time.

### Carson, Sales-Manager for Gray-Dort

Z. K. Carson, well known to the implement fraternity in Western Canada, has been appointed sales-manager for the Gray-Dort organization at Chatham, Ont. Mr. Carson is only about thirty-seven, and since 1907 has been identified with the implement trade in



Z. K. CARSON

Canada. In that year he came to Winnipeg as manager of the P. & O. Canadian Plow Co., which succeeded the old implement firm of W. Johnston & Co. He entered the implement business with the McCormick organization in 1902, and for two years before coming to Canada was with the P. & O. organization at Canton, Ill. In recent years Mr. Carson was sales manager for the John Deere Plow Co., Saskatoon, and latterly has been with the Deere organization at Welland and Toronto. With a wide experience in selling and in Western business conditions, he should be a valuable acquisition to the Gray-Dort organization.

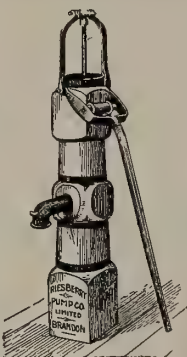
### Southern Alberta Tractor Trade

Over 500 farm tractors, mostly of the smaller variety, were sold in Southern Alberta last year through Lethbridge agencies, according to an estimate made for the Lethbridge Herald by a local expert and salesman. On the average the duty paid was \$400 each, so that the total duty paid on these implements of greater farm production was around the \$200,000 mark.

### PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work. We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

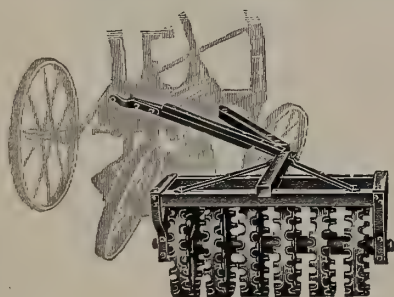
The Riesberry Pump Co.  
(Established 1882)

WRITE FOR DEALERS' PRICES

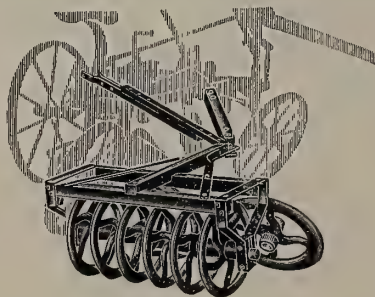
North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL  
Phone 607

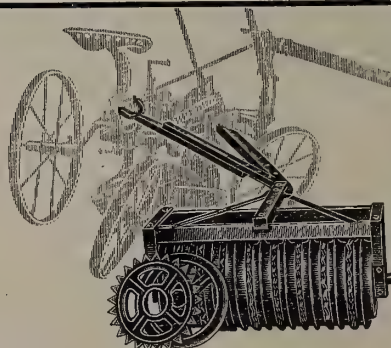
19-6th Street Brandon, Man.



AS A SURFACE PACKER



—A SUB-SURFACE PACKER



—OR A MULCHER

Help Your Customers to Solve the Labor Problem. Every Farmer Now Requires

## "Christiansen" Harrow and Packer — Plow Attachments —

Material supply will restrict the output of Boss Harrows this year. The demand for Christiansen plow attachments will be enormous. The farmer wants to do double work with one operation. Our 1918 packers—all styles—fit the same frame and dust-proof, lubricated axle. All wheels interchangeable; patent hitch; no side-draft. Send orders at once. We have a large stock on hand. DON'T CONTRACT FOR LARGE PACKERS UNTIL YOU HAVE SEEN OURS.

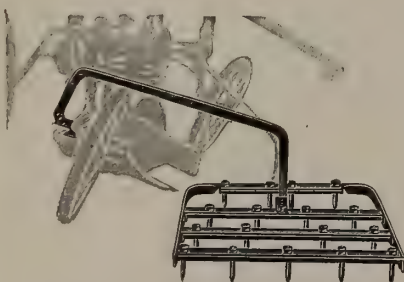
### LOOK OVER OUR LINES DURING BONSPIEL

Visiting dealers are invited to inspect our complete line during Bonspiel, in our showrooms, 986 Main Street, corner Main and Pritchard. We'll be glad to see you.

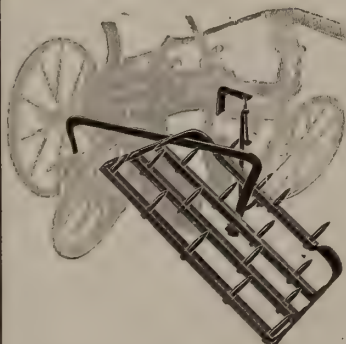
ASK FOR PRICES AND OUR AGENCY PROPOSITION

EXCLUSIVE SALES AGENTS FOR THE CHRISTIANSEN LINE

THE BELL AUTOMATIC SHOCKER, LTD.  
331 AUSTIN STREET WINNIPEG, MAN.



HARROW READY FOR OPERATION



HARROW TILTED FOR HANDLING ON ROAD



## The Farmer and his Car

There is no doubt that the automobile has done a great deal to make life in the country less isolated than aforesaid. Formerly the farmer too often moved from the farm to the small town for the sake of educational privileges for his children. There he embarked in some line of commercial enterprise for which he was entirely unsuited with the usual result of financial loss. To-day the automobile brings him all the advantages of town life, while he remains on the farm. The automobile has brought him to the very door of the town or city and the expenditure for a cheap car is little compared with the probable loss if he gave up farming and moved to town.

And the automobile has changed life for the farmer's wife and daughters. Inter-communication with neighbors and townspeople, by means of the automobile, has given them a new lease on life. No longer do they spend all their time in the seclusion of their homes. In the evenings there are friends to visit, meetings of women's clubs to attend, social affairs in the rural schools and community halls, and, if nothing more interesting presents itself,

there is always a delightful ride over eight or ten miles of country roads.

In former years, the horse and carriage, or horse and wagon, was the only means of conveyance for the farmer and his family. If the wife wanted to go to town in the afternoon, the horses were generally working in the fields. At night a trip of six or seven miles each way was impracticable, because, after the chores were done, it was too late for starting on a jaunt of that nature with such slow-moving vehicles. Now, we find the automobile available during the day for the women folks, while the men are at their work, and at the service of the whole family in the evening.

Apart from social life, from the standpoint of the speedy procuring of supplies and repairs, the car is a great boon to the farmer. During harvest if a part of the binder is broken the implement dealer or blacksmith are quickly reached, while from a thresherman's standpoint the car assists materially in getting quick repairs. This is evidenced by the number of threshermen who now have cars in connection with their outfits. In power plowing, broken

parts of the outfit have been speedily transported to the nearest blacksmith or machine shop where an oxy-acetylene welding plant was installed. From the dealers' standpoint the car has been one of the best time-savers in getting around in his territory, and dealers who have used their cars as a means of getting repair requirements from the farmers throughout their territory have found this method exceptionally profitable. Taken from every standpoint, the automobile has become a great boon to the small towns and rural districts throughout the Canadian West.

Get the Repair Week idea!

### What Profiteth It?

What profiteth it if a merchant gaineth a vast volume of sales and in so doing loseth that margin which spelleth the difference between profit and pleasure?

What profiteth it if goods are sold only to have the amount thereof placed upon the books where it remaineth for many months, uncollected and uncollectable?

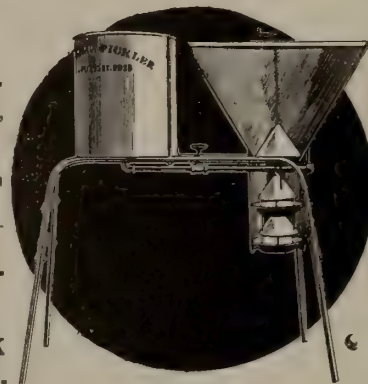
What profiteth it if too much mingling with minor details better left to clerks causeth the implement dealer to fail to grasp the broader possibilities of his business? Take unto thyself a think, my brother.

## DEALERS—HANDLE THE "FOX"

The Most Efficient, Best Constructed,  
Automatic One-Man Grain Pickler  
on the Market

Construction—26-gauge galvanized iron,  
with steel frame; no wood used.  
Capacity—125 bushels per hour.  
Efficiency—Thoroughly sprinkles and then  
turns the grain over four times.  
Strongest Pickler ever sold. Last a life-  
time and gives constant satisfaction.

For further particulars write to  
**W. J. BELL, 101 Simpkins Block**  
**REGINA SASK.**



## The Machine that—

Lowers the Cost of Harvesting

Saves Men, Teams, Time and Money

Saves Grain, Wastage due to Hand Pitching

Does Better Work than even Skilled Help

Never Strikes for Bigger Wages; works  
late and early; requires no cooking

Proven  
Perfect  
by  
Years  
of  
Satis-  
factory  
Service



In 1918 the  
Farmer's Essential  
Machine

Dealers: You owe it to Yourself and Your Communities to Help Solve the Labor Problem in Harvesting the 1918 Crops

## Stewart Sheaf Loaders

With Great Britain and her Allies requiring every bushel of grain that Canada can export, can farmers this year allow a grain wastage in harvesting of two bushels per acre? Stewart Sheaf Loaders get ALL THE GRAIN. They eliminate and replace incompetent and costly help; they save an average of FIVE MEN on every outfit. They keep the farmer's money in the community to the benefit of every merchant therein.

## Now is the time to gauge the Demand and Send in Your Orders

Owing to the scarcity of raw materials this year our output will be limited to meet the visible demand. The dealer who waits until July to line up his Loader prospects may find it impossible to get delivery. Now is the time to interest prospects. The farmer remembers his labor troubles last

year; he can afford to invest in a Loader—and will order it now. A saving of from \$15 to \$30 daily in harvesting means the difference between profit and loss. Let us show you copies of testimonials from hundreds of satisfied farmers who made money by using our machines.

Visit our Plant during Winnipeg Bonspiel. Take Main Street car to Redwood; transfer to Johnson and get off at our door. You'll be welcome.

We also manufacture Staude Mak-a-Tractors and a full line of separators for combination and light tractor drive. Let us send you sizes, prices and proposition.

**THE STEWART SHEAF LOADER CO., LIMITED**

470 MARTIN AVENUE

::

WINNIPEG, MAN.



## Analyse Your Business

We engage in business—any business—whether it be selling dry goods over the counter or implements out of the warehouse—for the sole purpose of making a living out of the difference between what we pay for goods we sell and what we sell them for—which difference must be large enough to pay all the expense of the handling—the aforesaid living and a reasonable interest on the money invested. The money is always worth interest and the laborer is always worthy of his hire. Any business which fails to produce this answer is not a business at all—it's a mistake and the only remedy for such a condition is to correct the mistake or get out of the business, or if you don't want to bother about it, just wait a little while and there won't be any business to get out of.

We know that the cost of machinery at wholesale has advanced, and we know the reasons. Further, we know, or should know, our cost of doing business, and it is the fault of the individual dealer if he does not make a legitimate profit. If the expense of handling any machine is greater than the profit, there is no legitimate reason why you should stand the loss; good sense indicates that you either lower the expense and raise the selling price or quit selling the particular machine.

You may say that your competitor will not allow you to do this—competition is too strong! "The fellow from the other town"—we all know him and possibly if he were eradicated our troubles might end. But listen! You also are the man in the other town, and if there is any blame to attach you must take your share and try to remedy conditions—or quit squealing.

Some dealers complain that their territorial rights are not

respected. Who is to blame? Who signs the contracts? If you do, do you read them and ask that they be changed to suit your idea of what you should have or do? Again a dealer may say that he is overloaded. Was he present at the overloading or were the goods slipped in when he was not looking?

Outsiders break into the business, and by ignorance demoralize the trade. Why how? We can't eliminate competition, and we don't want to. Go over to your competitor and talk to him. Show him that you are a real dealer, big enough and broad enough to realize that the business world is large enough for us all, and sensible enough to know that a friendly competitor is the best kind of a competitor. Talk cost accounting early and late. It is the bulwark of all business. It may bore you a little, but it will surely help you a lot. Warn him of any pitfalls which you know exist, if he'll let you, for remember that when once established in the trade, a serious loss to him is sooner or later reflected in your own business.

### Fixing Selling Price

So far as authorities in the iron and steel trade see, no reduction can be looked for in the prices of these commodities. Advances in implement prices should arouse dealers to the necessity of figuring costs and fixing selling prices in accordance. In deciding upon his selling price, in justice to himself the dealer should include in the higher quotations all stock on hand. Simply because such stock was purchased at a lower price than the present market figure, is no reason why it should be sold at a price below what it is now worth; and by fixing his new

selling prices at this time, the dealer is making it easier to demand and obtain the still higher prices which he may have to meet in the future.

The retailer in dry goods or hardware changes his prices automatically with the changes in the wholesale list. If nails advance 25 cents a hundred the hardware man quotes the new price without hesitation; and the same is true of the dry goods man when goods fluctuates a fraction of a cent per yard.

Why should the implement dealer consider that he must sell stock on hand at old prices and advance only when he must because his stock must be replaced?

If live stock advances 10 cents a hundred, a farmer would not consider selling on the former quotation, so if the dealer has the good judgment to follow the same practice, the farmer cannot but concede the justice of the dealer's attitude.

We have not yet reached the limit in implement prices, if we are to believe authorities on the subject. Consequently the dealer who advances prices now will strengthen himself for further advances when such are necessary. On the other hand, the dealer who hesitates to advance prices will give his customers grounds for arguing against any advance later on and certainly will multiply the difficulties in the way of making a greater advance six or eight months from now.

The farmer is buying farm implements to-day cheaper than he ever did before in his life, figuring in the purchase price on the present cost of raw material. If the retail dealer feels that he can afford to give his customers the advantage of the old quotations, then he is simply a practical philanthropist.

### A Town Goes Solid for Cash

Thirteen merchants in the town of Edgeville, Ia., have the courage of their convictions. They got together, representing every line of retail effort in the community, and agreed to go on a strictly cash business. Accordingly, a public announcement was laid before the community to that effect, pointing out that both the merchant and consumer lived in the community—that all helped to support churches, schools and good roads. Therefore, what benefited one must benefit all. The dealers pointed out that many people thought that the merchant was coining money, while the reverse was true. "Under the old credit system," said

the announcement, "the many unnecessary burdens we have been forced to carry have prevented us from making the reasonable living profit to which we are entitled." In closing, this candid announcement from the merchants stated:

"Cash will enable the merchants to be better buyers. Cash on delivery always talks louder in the markets of the world than sixty days' time with a requisition for an extension when the limit is reached. It is a well-known fact, that almost all wholesale houses have several prices, but the cash man gets the best one.

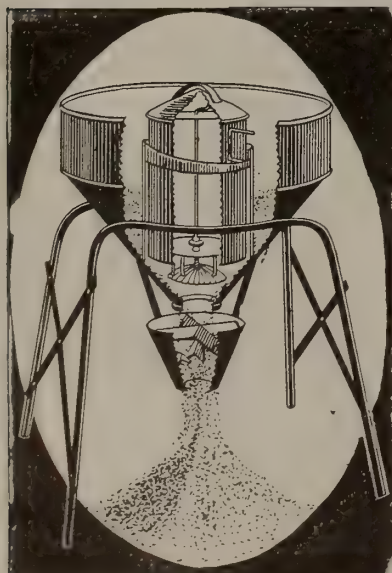
"Cash will save the merchant a large part of his expense in doing business. There will no longer be any forgotten charges to account for when we come to the end of the year and figure up our loss and gain. There can hardly be an error in a cash transaction. We will no longer have to go over a long list of accounts and wonder if this man or that man is still good. It will eliminate all loss of goods wrongly charged and accounts denied."

It is safe to say that the merchants of Edgeville, by their move on to a cash basis, will serve their community better, cut the heart out of the mail order trade therein, and individually prosper as they have not done in the past. Many communities could follow the example of Edgeville with profit. If the M.O. house can get the money, why not the hometown merchant?

### Specializing in the Business

Every one of us, no matter who or what we are, wants to succeed. Now when an employer begins to see his employees in this light he has gone a long way toward success in business, for what happens? He begins instinctively to understand that the success of his workmen and the success of his business are tied up together and he will begin to wonder how his men can best succeed in his business.

He will discover that one man can do one thing better than another, or one group of men, and they will be shifted to that particular kind of work. And just notice what is happening in that business organization: the employer is specializing, he is getting the right people in the right place where they can work to the best advantage not only to themselves but to the whole business. Don't ever forget that the welfare of any business and the welfare of the individual workers are just as closely related to one another as the law of cause and effect.



**Dealers: Increase Your Profits by Selling**

## "JUMBO" GRAIN PICKLERS

Sell on sight in any territory. All metal construction; efficient, compact and rigid. Capacity, 125 bushels per hour. Five bus. hopper, seven gallon tank. No pipes to clog. Turns over and treats the grain perfectly. Price in Manitoba and Saskatchewan, \$17; in Alberta, \$18. Liberal discounts to dealers.

Order at Once

**WINNIPEG STEEL GRANARY AND CULVERT COMPANY**  
WINNIPEG REGINA





## Get into the Tractor Business on the Right Foundation

To the dealer not yet in the tractor business but now considering its possibilities, we offer this word of advice, "Get Into the Tractor Business On the Right Foundation."

The Avery Contract and the Complete Avery Line of Motor Farming Machinery make a firm foundation on which you can build your tractor trade not only for the immediate present but for the years to come.

The 1918 Avery Sales Contract contains nine big exclusive features that help you make sales with the least effort and

makes it worth while for you to do so. The Avery line makes it possible for you to Averyize every size farm and any crop.

It consists of six sizes of tractors with the five larger ones alike in design and equipped with duplex gasifiers—the device that enables them to burn ALL the kerosene—not merely run on it as so many tractors do.

It also includes a complete line of engine gang plows, Avery Engine Disc Harrows, and eight sizes of grain threshers, all of which are proven "champion" grain savers.

### "The AVERY Contract is the best Contract a Dealer Can Acquire"

These are the exact words taken from a letter received from an Avery Dealer. This dealer was one who was careful about getting into the tractor business. He gave the matter very serious study and thought. He now writes that he is glad he is in the motor farming business because of the profits and

pleasure it has given him.

Now is the time to investigate the 1918 Avery sales contract—The contract with the nine big points. Write or wire and we will have our representative call and explain it to you. Address

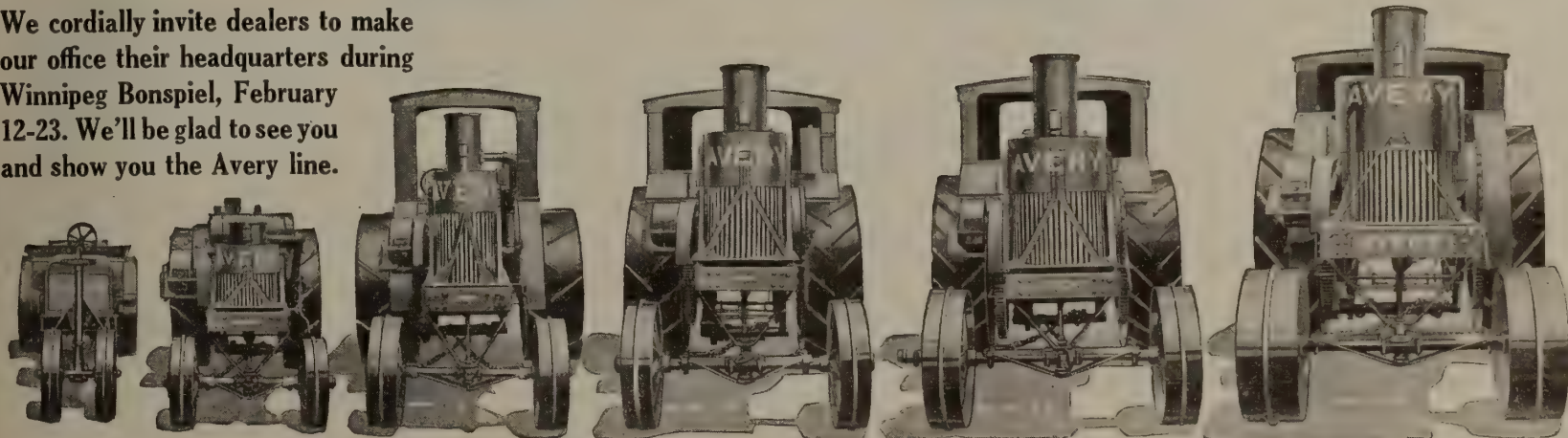
WESTERN CANADIAN DISTRIBUTORS—

## CANADIAN AVERY COMPANY, LIMITED

WINNIPEG, MAN.

REGINA, SASK.

We cordially invite dealers to make our office their headquarters during Winnipeg Bonspiel, February 12-23. We'll be glad to see you and show you the Avery line.



Avery Tractors Burn ALL the Kerosene



### Wheat Prices and Wheat Production

By R. J. C. STEAD

In Western Canada, under normal conditions, the cost of wheat production has been determined at approximately 60 cents a bushel. For six years previous to the outbreak of the war, the high price of No. 1, Northern wheat in Western Canada averaged 85 cents a bushel. But in April, 1915 the price jumped to \$1.63, a figure bearing no relationship to the cost of production, and at the present writing it is set at \$2.21.

It may be argued that, simultaneously with the great increase in the price of wheat has come an increase in the cost of production. This is true, but the increase is by no means proportionate. The only serious increase in the cost of production has been the human labor factor. There have been some increases in the cost of equipment, but this, distributed over the period of years which comprises the life of such equipment would show an effect on the cost of production so small as to be almost negligible. There have also been some increases in the cost of mechanical power, and in the incidental expenses of the farm. There has as yet been little increase in the cost of the land itself, although the tendency in that direction is now well marked. But the principal increase has been in human labor.

Just what proportion human labor bears to the cost of a bushel of wheat is hard to determine. Investigations conducted by the department of agriculture of Saskatchewan revealed that the labor

cost per acre of wheat in that province in 1911 was \$7.81. This, however, includes animal, gasoline and steam labor as well as human labor. The average wheat crop per acre in Saskatchewan for the last six years has been 20 bushels. It is therefore apparent that with labor and power at the price prevailing in 1911 the labor and power cost of producing a bushel of wheat in Saskatchewan is 39 cents a bushel, or practically two-thirds of the total cost of production.

How much has that cost been increased by the war? The Canadian department of agriculture fails to find any increase whatever in the cost of farm labor in Saskatchewan for the years 1909 to 1915. In 1909 the average yearly wage for male help in Saskatchewan was \$389.90, and in 1915 it was \$386.06. There have, however, been sharp increases in 1916 and 1917, but it would be a generous allowance to grant that the cost of labor and power required to produce a bushel of wheat has increased 50 per cent a bushel. This would make the present cost of production approximately eighty cents a bushel. But the present selling price in Saskatchewan is over \$2.00 per bushel.

By immutable laws governing normal farm prices and production, this state of affairs must eventually correct itself. Wheat production will increase until the selling price of a bushel of wheat again presents a reasonable relationship to the cost of growing it.

Make an effort to increase your engine business.

### Tractor Gearing Important

Aside from the engine specifications, probably the feature of greatest interest to the prospective tractor purchaser is the transmission design of the machine. The purchaser wants especially to know how long it is going to take the gears to wear out, and how much it will cost to replace them.

Simplicity in the gear system and in the method of gear shifting is an important factor in the machine you sell. The larger and stronger and fewer the gears, the less trouble and expense the operator will suffer in his power farming.

The greater the number of speeds with which a tractor is equipped the greater the number of gears that must comprise the system of power transmission. It may therefore be noticed by the prospective tractor purchaser that the presence of three or four speeds forward and reverse on a tractor does not necessarily indicate excellence of construction, but merely ignorance of the principles of simplicity necessary to successful and durable tractor construction. All complications in tractor construction lead to a short life and one full of trouble.

### Testing Belting

The dealer is interested in both the quality and price of belting, but as in all goods the two are usually synonymous. The following simple test for woven belting should prove of interest:

To tell a good belt from a poor one, cut into the end of a belt and take out a thread just three inches long—any other length may be taken, but three inches is very convenient. Next proceed to straighten this thread by taking out of it kinks caused by weaving. Catch one end in a vise, hold the other between the thumb and finger, and then rub the thread with the edge of a pocket knife blade, thumbnail or with any other object which will straighten out the thread. Do not try to straighten the thread by drawing it between the finger and thumbnail without first putting one end in a vise and holding the other end fast. The object is to prevent the thread from elongating by unwinding the twist. It is desirable to know exactly the possible elongation which can be obtained by stretching the weave. Some belts will show more than others, but twenty-five per cent is the best elongation for a high-grade belt. When less, the belt has been too loosely woven to be of much use. If the elongation is

more than twenty-five per cent, the belt has been too tightly woven, so that a great deal of stretch will take place when the belt is put under tension.

Preference should be given to an equalized weave. The amount and kind of oil may also be considered, likewise the weight of such, which can be ascertained by skinning off a number of square inches of the ply, dissolving the oil and weighing the sample accurately before and after the oil is taken out.

### Youthful Common Sense

Some time ago an agricultural paper asked boys and girls under 18 to give the reasons as to why they would prefer to follow farming for a livelihood and what they would do if they owned a farm. The winner of the first prize, a lad whose father farmed 96 acres, is interesting. He writes that he would choose farming as a profession because it was healthy work, the best money-making calling, and the most independent job for a man. This lad says he would keep cows and pigs, fertilize his land and get bigger crops. He also wrote the following regarding improvements he would make to the average farm:

"I'd have a bank barn, with concrete walls under it. Then all close-fitting doors, made of matched lumber, to keep the stables warm. I would have an enclosed barnyard, and barn well ventilated, with plenty of light. I would have a litter carrier to run in the cow stable, the horse stable, and pig pen. On a large farm, a farmer shouldn't be without a litter carrier. In the stables I would want feed carriers, in the cow stables especially, for there is so much heavy feed to carry. I'd want it to run into the root cellar for the roots, and to the silo for the ensilage. With all these conveniences installed I could do with less help."

### Proposed War Taxation in U.S.

The finance committee of the U.S. Senate has passed the following special war taxes imposed annually on owners of automobiles and motor cycles, the rates of tax to be based on each automobile or motor cycle as follows:

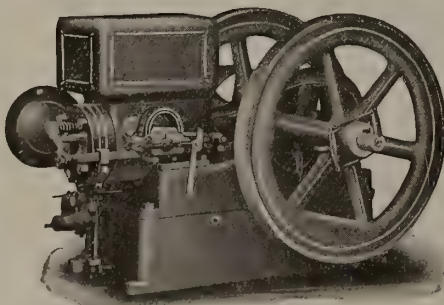
Motor cycles, \$2.50; Automobiles, listed retail price at time of purchase not over \$500, \$7.50; over \$500 and not over \$1,000, \$10; over \$1,000 and not over \$2,000, \$15; over \$2,000 and not over \$3,000, \$20; and \$3,000 and over, \$25.

## JUMBO Kerosene - Gasoline ENGINES

BUILT IN SIZES:

3, 5 and 7 H.P.

Economical, reliable and durable.  
Have distinctive patented features found in no other engine.  
They defy mail order competition.



JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in your district. Write nearest branch for full particulars. There are more quality selling points in the JUMBO than in any other engine of similar horse-powers.

When in Winnipeg during Bonspiel see the JUMBO LINE in our Showrooms, at 160 Princess Street.

Manufactured by Nelson Brothers Company Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co. Limited

WINNIPEG

REGINA

SASKATOON

CALGARY



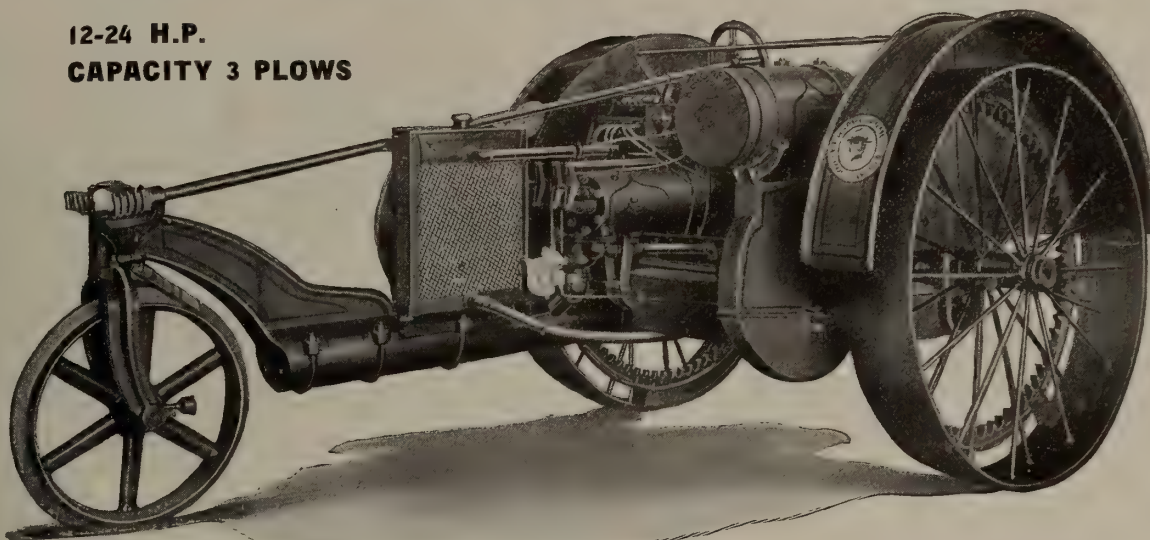


# This Is The Tractor



## That's Different—and Better **THE HAPPY FARMER**

12-24 H.P.  
CAPACITY 3 PLOWS



Perfect Balance  
Simplicity  
Light Weight  
Accessibility  
Strength  
Short Turn  
Surplus Power  
Steel Cut Gears  
Running in Oil  
Hyatt Roller Bearings  
Self-Guiding in Furrow  
High and Constant Plowing Speed

Will do anything other tractors will do—and do it better.

Will do more and better work than the best horses.

Dealers selling Happy Farmer Tractors get the cream of the trade—and the net profits.

### Dealers: It's Up To You. Get the Contract!

The Happy Farmer Tractor will enable the Farmers of Canada to raise Bigger and Better Crops. That spells Loyalty as well as Common Sense—for every extra bushel is necessary to help Great Britain and her Allies to win the war. Serve Your Country—Your Trade—Yourself by getting the agency for the Happy Farmer Tractor. You cannot combine Patriotism and Good Business so happily in any other way.

### NET PROFIT ON THE SALES—GOOD WORK IN THE FIELD THE PERFECT KEROSENE BURNER—DOES ALL FARM WORK

The Happy Farmer burns kerosene or distillate. The twin cyl. horizontal cast en bloc motor gives a guaranteed power of 24 h.p. on the belt, 12 h.p. on the drawbar, at  $2\frac{3}{4}$  m.p.h. Mechanical force feed oiling. Atwater-Kent ignition. Cut steel spur gears. HYATT ROLLER BEARINGS throughout in dust-proof cages. Double drive on rear wheels. Cast steel, one piece unbreakable frame. Automatic steering. Swinging type drawbar; no side-draft. Total weight, 3,700 lbs. Happy Farmer Tractors were easily the leaders in 1917 popularity, and they will hold the lead in 1918 sales. Territory is going fast—better get in the running.

### *Get Acquainted with the HAPPY FARMER During Bonspiel*

#### Attend the Happy Farmer Tractor Schools

During the month we will hold Tractor Schools at the following points between the dates given:

REGINA—Feb. 11 to 16

EDMONTON—Feb. 18 to 23

CALGARY—Feb. 25 to Mar. 2

Expert instructors in charge. A splendid opportunity for dealers to get operating and maintenance experience.

During Bonspiel the Happy Farmer will be on display in the Industrial Bureau, on Main Street South. Out-door demonstrations also will be held. Note our office address. We'll be glad to have you call and look into our exceptionally liberal proposition.

We also handle Grain Separators and Power-Lift Engine Plows. You can increase your business with our lines. Ask for prices and full particulars.

### HAPPY FARMER COMPANY, LIMITED

References: Bank of Montreal

225 CURRY BLOCK (OPPOSITE POST OFFICE) WINNIPEG, MAN.  
Corner 7th and Halifax REGINA, SASK. 117, 10th Street, East CALGARY, ALTA.



## Standardization Cheapens Factory Production

In the modern factory, under efficient management, every element of the finished product—whether it be part of a plow or part of an automobile—is scheduled throughout its movement in the course of manufacture, from the time the order is entered until the finished product is shipped. The scheduling covers the ordering of materials, the following up of material orders, the reception of materials at the plant,

reduced. As every machine man knows, quantity production decreases cost. But in the case of keeping up the production of special types for which there is only a limited demand, the cost of production is necessarily high on account of the restricted quantity manufactured.

A study of factory operations, say on 1,000 forgings, shows how this works out. Let us compare the production costs of 1,000 forg-

making parts in small quantities of 36.2 per cent.

### The General Application

Take the same course of production analysis and apply it to the manufacture of parts for any implement or vehicle, when in small quantities, and it can readily be seen that the production of special tools or machines in the industry is in actuality a means of increasing production cost for the whole output of the plant involved.

At the present time when raw material is so hard to secure the advantages of standardization and elimination are increasingly evident. To aid in this modern movement in the trade, the dealer can do much. He can endeavor to carry only standard size tools and can dissuade the crank customer from persisting in ordering unnecessary types. The chaotic condition in many machine lines has been largely due to fancied requirements on the part of the farmer. The time has come when we can only adhere to standard lines, and by so doing conserve material and by reducing production costs get the goods at a lower figure. We believe that nowadays no manufacturer will go to the trouble of developing useless new types of the same machine only from a competitive spirit to have "something different."

### The Great Minneapolis Line

We are in receipt of the 1918 catalog of the Great Minneapolis Line of tractors, threshers and power plows issued by the manufacturers the Minneapolis Threshing Machine Co., West Minneapolis, Minn. With a tasteful and appropriate cover, this fifty page publication fully illustrates and describes the design, construction and variety of the outfits produced by the organization. Sectional engravings are given of important parts, while detail cuts show motor, chassis and gear design.

Of especial interest is the light tractor line, 15 and 20 h.p. machines, which burn all cheap fuels. The Minneapolis Junior Separator, 24 x 36, designed especially for use with small tractors is a typical feature in the catalog. Sections of the Minneapolis separators are shown, also feeders in various types. Of especial importance is the line of power lift engine plows, manufactured by the company in 2, 3, 4 and more bottoms. A special power lift engine disc plow with tractor hitch and tractor tandem disc harrows are shown, also grain registers, loaders and baggers. This catalog should be a very use-

ful one to the implement dealer. It can be procured by writing the nearest branch of the Minneapolis Threshing Machine Co., at Winnipeg or Regina.

### Regina Branch, E.-B. Organization Win Cup

As showing the healthy condition in the implement trade in the Canadian West, Manager E. J. Benedict, of the Regina branch, Emerson - Brantingham Implement Co., informs us that Regina



Modern Machinery is Invaluable for the Production of Large Quantities of Parts which must be Interchangeable.

the storage of materials, the delivery of materials to workrooms, the primary and the secondary operations upon materials, the assembly of parts, the inspection of the completed product, and, finally, the shipment of the product.

In relation to the types of farm implements now being produced, in any one line of specific machines, such as plows, we will find an intricacy as regards type. Take, for example, sulky plows. Let us say that they are built in 12, 14 and 16-inch sizes. Two types, the high and low lift may be made, giving six plows.

With three kinds of bottoms on each size and type we have eighteen plows, and then adding the cast share bottoms we get six more, or a total of twenty-four sulky plows. The grand total of the above is sixty plows, which must be designed, made ready for manufacture, manufactured, carried in stock, sold and shipped.

It is easily discernible that we are getting rapidly into complication, and we here begin to see the far-reaching effect of building of what we ordinarily term two implements instead of one. When we take into consideration sizes, types and equipment, the number necessary to supply the trade multiplies very rapidly.

### Concerning Production Cost

We have at various times written on this subject of useless types which might be eliminated. Another point suggests itself. If any line of implements is standardized, useless types eliminated and the line brought down to essential types, the actual cost of production must be necessarily

ings as a total "run," as compared with making 1,000 forgings in lots of fifty each. The records of one large implement factory give some very interesting data on this contrast in costs.

### Large and Small Quantities

In starting the manufacture of 1,000 pieces of one kind, we will consider the machines all stripped and that it is necessary to set up the tools. First item of production cost is then the setting up of twenty dies for making fifty-three operations at a cost of \$5.49. The actual productive labor for making the fifty-three operations is \$18.82 for 100 pieces, or \$188.20 for the 1,000.

To this must be added the overhead for non-productive time, which means that we apply 100 per cent to the cost of setting up dies, giving an additional charge of \$5.49. Summing all the items gives us a cost, less material, on these 1,000 forgings of \$576.58, or a cost each of \$0.576.

Let us now consider the manufacture of 1,000 similar forgings, to fill special orders, in lots of fifty at a time, requiring twenty changes of twenty different sets of tools. The cost of changing dies would come to \$109.80. While it is too low, we will also add the same sum for productive labor, \$188.20, and will also add the same overhead against productive time, \$347.40.

Also apply the same percentage of overhead against the nonproductive time, and we get a figure of \$109.80. The total cost of making 1,000 pieces in lots of fifty, less the material, is \$785.20, or \$0.785 each. This gives us an increased cost of production in



E. J. BENEDICT,  
Manager, Regina Branch, Emerson-  
Brantingham Implement Co.

won the company's branch house trophy cup for 1917 business. In 1913 the headquarters of the E.-B. organization, at Rockford, Ill., put up a cup to be awarded the branch showing the best general business. The first item to be largest increase in sales, and next the largest cash return on the volume handled. The staff of the Regina branch of the Emerson-Brantingham organization naturally feel somewhat elated on getting the cup to Canada, and we feel sure that during 1918 they will make a big effort to keep this trophy in the Regina offices. The trophy cup was won the first year by the Peoria, Ill., branch; in 1914 by Nashville, Tenn.; in 1915 by Omaha, Neb.; in 1916 by Fargo, N.D.; and in 1917 by Regina.

A meeting of the northwestern salesmen of the company from Minneapolis, Regina, Billings, Fargo, Sioux Falls, Omaha and Des Moines, was held in Minneapolis recently. The session continued three days, the final day being devoted to going over the selling points of the entire Emerson-Brantingham line. The salesmen report a very interesting and enthusiastic meeting.



Six-Wheel  
(Patented)  
Truck  
Eliminates  
Vibration

# "LISTER" Ideal Threshing Outfits

Get All the Facts about them---**NOW!** Territory is going fast  
The Best Individual Outfit for both Dealer and Customer

MADE IN TWO SIZES: POWER REQUIREMENTS, 9 to 20 H.P.

Size of Separator, 22 x 36; Horse Power Required, 9 to 15 H.P.

Size of Separator, 26 x 42; Horse Power Required, 14 to 20 H.P.

## A MONEY MAKER FOR DEALERS

"LISTER" Combination Threshers are unequalled for doing satisfactory work under all conditions. TWO MEN handle this outfit with ease. Except in capacity it equals the biggest and best separator made. Low in first cost; strong, practicable, simple design. Large threshing capacity. Supplied with or without bagger, tailings elevator, straw carrier or blower. As an individual separator for light tractor drive, sell the LISTER 26 x 42. Ask for full particulars of our outfits and agency offer.

We'll be glad to have you  
visit us during Winnipeg  
Bonspiel

Take Deer Lodge or Portage car  
to Wall Street. A full line of our  
goods will be on display. It will  
interest you to inspect our show  
rooms.

## OUR LINE INCLUDES:

"Lister" and "Canuck" Gasoline Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

Ask for Prices  
and Literature  
on any item

# R. A. LISTER & COMPANY, LIMITED

WALL STREET, WINNIPEG, MAN.

ST. JOHN, N.B.

TORONTO

QUEBEC

Let us send  
you the Liberal  
Lister Offer

## Experienced Dealers Handle the OLIVER Line

**H**ERE is shown the **Oliver Improved No. 1 Gang**, the great Western Canadian favorite. It is a model of strong construction, light draft, close adjustment, ease of operation—the result of 59 years of good plow building.

Getting down to details, compare the heavy one-piece bar steel frame, the bracing, the bail hangers, the wheel connections, wheel bracket bearings and control rod adjustment, with those of any other plow sold in Western Canada. The **Oliver** No. 1 leads them all. The plow beams with their rigid bracing; the long, strong frog that makes the foundation of the plow bottom; the longer, stronger, sharper point of the **Oliver** share; every feature that means good work and long life for the tool, is found in this **Oliver** plow. Look it over carefully; compare it point by point with any other gang plow offered.

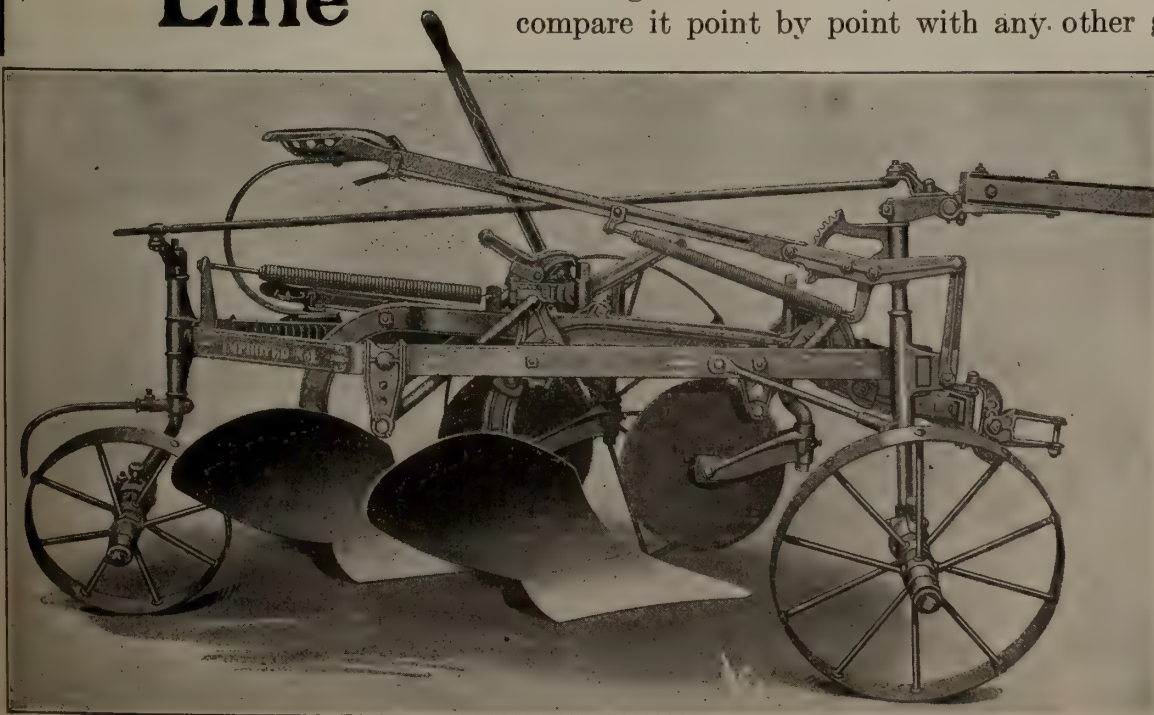
In this same good **Oliver** plow line are tractor plows, sulkies, disk gangs, prairie and brush breakers and walking plows to meet every possible plowing condition. We are asking farmers to see the local dealer for full information about any plow in the **Oliver** line. Write the nearest branch house below if you are not now selling **Oliver** plows.

**International Harvester Company  
of Canada, Limited**

### BRANCH HOUSES

WEST:—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; N. Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.

EAST:—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.





**A Worthy Cause**

Owing to the recent terrible explosion at Halifax a large number of persons in that stricken city have become totally or practically blind, and the several organizations in Halifax for the care and training of the blind are

overwhelmed. An acute necessity has arisen to provide shelter, care and training for upwards of two hundred men, women and children who have lost their sight as a result of the disaster. An effort is being made to immediately increase the Blind Endowment Fund to a total of

\$500,000. The income from such a fund will enable the authorities to bring to those stricken souls new opportunities to fit themselves for the battle of life.

This fund is in the hands of the managers, School for the Blind, Halifax; the treasurer of same, and the Eastern Trust Co., Halifax. In spite of the many drains upon the generosity of our readers at this time, we ask that all who can afford to do so will endeavor to forward a small sum to help on this worthy cause. Cheques or money orders should be made payable to the Blind Endowment Fund, Halifax, N.S. Every dollar will help those sightless souls.

The dealer who starts in the gas engine business on low compression won't deliver many sales at the driving pulley.

**I.H.C. Tractor School**

Seventy young men were enrolled in the tractor school at Lethbridge, which was opened in January. The demand for instruction was so great that another school will be held at Lethbridge from the 4th to the 9th of February. Mr. Tanner, the company's tractor expert from Regina, is in charge of the school, and reports a great interest in the tractor by young farmers.

**The 1918 Avery Catalog**

The 1918 catalog of the Avery Company, Peoria, Ill., is a most attractive publication for the files of the implement and machinery dealer. The cover has a striking color scheme in five colors, and is one of the most effective pieces of work we have seen. In the center of the book, which has 80 pages of detailed description and illustrations of the Avery line, is shown the entire line—six tractors, eight separators, light plows, heavy plows, and the Avery motor cultivator, all in natural colors. The catalog also contains many scenes of Avery machines in operation; plowing, threshing, cultivating and doing road work. Interested dealers can obtain a copy of the 1918 catalog for their files by addressing the Canadian Avery Co., at Winnipeg or Regina.

**A Happy Farmer Folder**

The manufacturers of the Happy Farmer Tractor are sending out a folder entitled "What the Happy Farmer will do for you." Full technical description of the tractor is included as well. Dealers selling the Happy Farmer should endeavor to obtain a supply of these folders for mailing to prospects.

**Machinery Imports in Great Britain**

Licenses are now being granted for the importation of farm and dairy machinery to Great Britain from Canada and the U.S. These are issued by the Agricultural Machinery Department, Ministry of Munitions, 8 Northumberland Avenue, London. Importers in Britain apply for import permits and goods are carried at government rates of sea freight. Prices to farmers must not exceed the total landed cost plus 15 per cent. These rates and prices do not apply to equipment retailed at \$10.00 and under. This removes the prohibition of importation of farm machinery to the United Kingdom in vogue since February, 1917.



## Mr. DEALER Cater Can Sell You

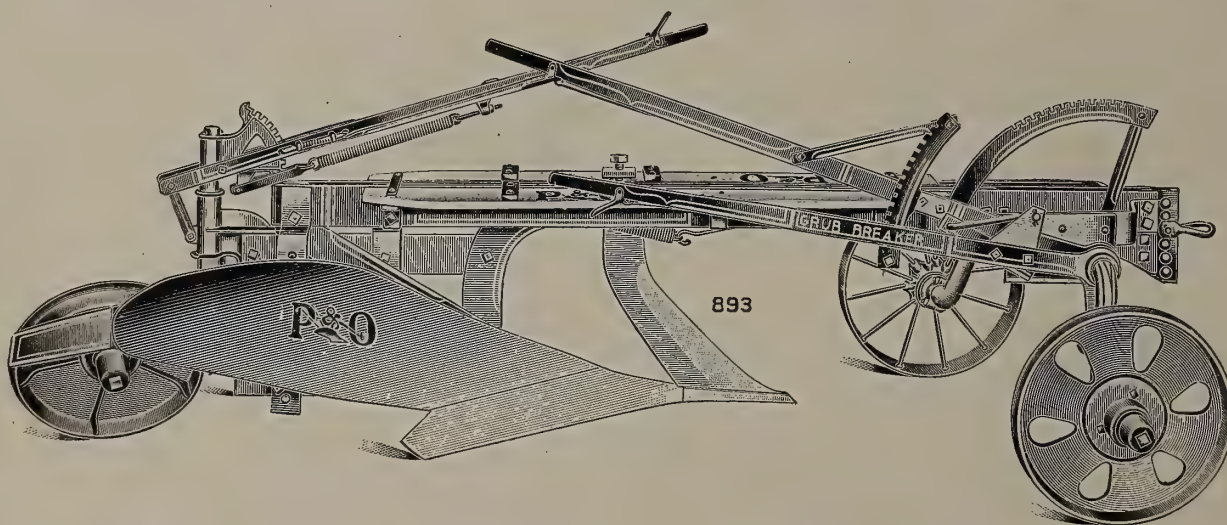
Wood or Iron Pumps cheaper  
than any one in the West.

GET HIS PRICES BEFORE YOU ORDER

Brandon Pump & Windmill Works  
BRANDON MAN.



# TRACTOR GRUB BREAKER



## Make Idle Acres Yield Rich Returns

**T**HERE are thousands upon thousands of acres of rich land now lying idle that can be made to produce food for us and our Allies, and at the same time bring rich returns to the owners. By employing P & O Grub Breakers, the ground can be broken and a crop raised on it the same year. Brush land, mesquite land, swamp land that has been drained—any land that will permit the passage of a tractor can be successfully and economically broken with a P & O Grub Breaker.

The plow cuts a furrow 24 inches wide by 6 to 12 inches deep. The share is  $5\frac{1}{8}$  in. and the mold is  $\frac{3}{8}$  in. thick, of finest steel, and the beam comprises 3 steel bars 1 by 5, giving a cross-section of 15 square inches. It would require a straight pull of one thousand tons to pull the beam in two. In other words, there isn't a tractor built that could pull a P & O Grub Breaker to pieces. The plow weighs one ton.

You can reduce ordinary brush or mesquite land to a state of cultivation in a single season by using a P & O Tractor Grub Breaker.

WRITE NOW FOR DESCRIPTIVE CIRCULAR

Built by  
**Parlin & Orendorff Co.**  
Canton, Ill., U.S.A.

**International Harvester Co. of Canada, Ltd.**  
SALES AGENTS FOR CANADA

Winnipeg Brandon Regina Saskatoon Yorkton Estevan  
North Battleford Calgary Edmonton Lethbridge



## Factors in Successful Retailing

By a SASKATCHEWAN DEALER

While we have many problems in the implement trade these days, there are some essentials in which I venture to say there are many dealers still rather lax. We are still, as a class, too lenient in the matter of collections. It seems an easy job to get the money, but sometimes it is the very reverse.

Where note settlement is not given at time of delivery, by all means have a thorough understanding relative to date of payment. In a majority of instances, the payment will be made as agreed, but if not, it places the dealer in such position the matter can easily be approached without danger of offending the customer. It is almost imperative that accounts be settled up at the end of the year, in fact, a business is not of much value unless the resources can be converted into bills receivable or cash annually. In closing up our annual business we should at all times bear in mind the farmer has a cash market for his produce. That prices have been good we all know, and if, under present conditions he can not pay his obligations, it is poor business for us to carry him another season, thereby virtually speculating on the market one year in advance.

### Better Accounting Methods

Are we sufficiently careful in keeping our records? Do we keep our books posted so we can settle with customers at any time? I am afraid a great many of us do not, and this leaves a bad impression on our customer's mind. If we went into a bank and asked the cashier, for instance, the amount of our balance, he requested us to return to-morrow or next week, explaining he did not have his records up to date, we would lose confidence in his business ability, and if this condition were repeated a few times, the banker would doubtless soon lose a customer. Banks do business and they do it in a business way. They have educated us to such an extent that nothing else should satisfy us, and we, in turn, by following a prompt system in keeping our records, will gain the same amount of respect from our customers that we have for the banks.

### Handling Standard Lines

In buying our goods, in my judgment, we should choose standard lines and purchase from our jobbers as near home as possible. It is not only a question of buying, but of getting quick service later in the matter of repairs and fill-in orders.

On the general line of imple-

ments I am a firm advocate of handling exclusive lines as far as is consistent. This enables me to be constantly adding to and building up my repair stock year by year, hence can give better service in this respect, as I can maintain a far more complete assortment for one line than I can for several. Constantly advocating this system to my customers and particularly when their entire organization is idle for the want of a small casting which I may have in stock, makes an indelible impression, and greatly helps in selling. Let us remember when choosing our stocks that an article well bought may be considered about one-third sold.

Selling of goods depends much upon personality, upon our familiarity with the machine in question, upon the manner displayed and upon our reputation for straightforward dealing, which is one of the rewards of the system we inaugurate. As salesmen we should be familiar with our entire line in detail, and considering that our experience in implements is broader than our customer's can be, we should be more capable of meeting his objections. If we cannot point out to the customer the benefits of using such-and-such a machine, why it is economical and profitable, and what it will do, we fail in our duty to ourselves and in the service we owe to our community.

Up-to-date butchers, even, have learned not to cut prices.

### And Without Collecting!

The mail order concern of Sears-Roebuck in 1916 had reported net earnings, available for dividends, of \$16,488,600. In 1917 the reported net earnings after income and excess profit tax was \$14,110,900, to which should be added the sum of \$3,977,400 applied to the above accounts. This makes a meagre total net profit of \$17,088,300.

Hold a "Repair Week."



### "HANDY" LONDON CONCRETE MIXER

Capacity 40 cubic yards per day. Price complete with gasoline engine \$225. Pays for itself in 15 days' use. Built to last a lifetime. Send for catalog No. 1 K.

Agents wanted in all Unoccupied Territory

LONDON CONCRETE MACHINERY CO.  
Dept. K, LONDON, ONTARIO.  
World's Largest Manufacturers of Concrete Machinery

# Carriage Factories, Limited

## OUR LINES:

### CARRIAGES

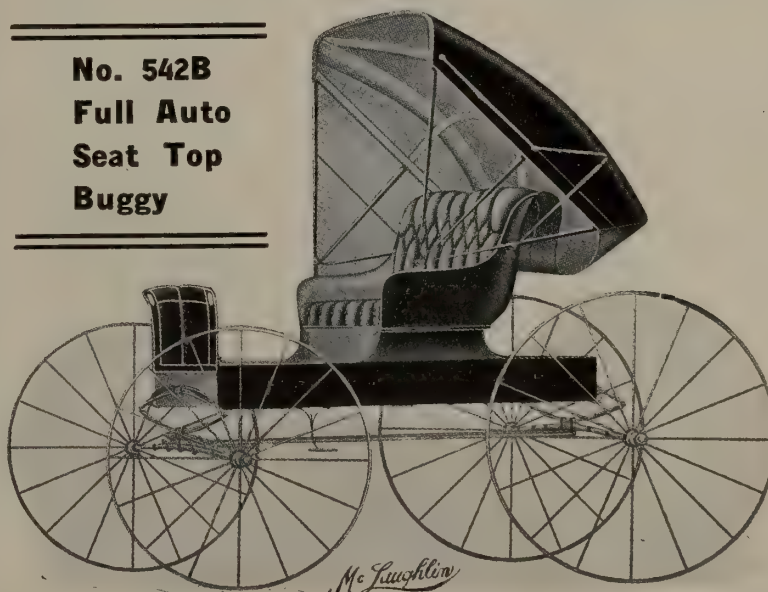
### CUTTERS

### HARNESS

### COMPRISING:

McLaughlin	-	-	-	Carriages and Cutters
Brockville	-	-	-	Carriages and Cutters
Munro & McIntosh	-	-	-	Carriages and Cutters
Heney & Co.	-	-	-	Carriages, Cutters and Harness

No. 542B  
Full Auto  
Seat Top  
Buggy



Call on us during  
Winnipeg Bonspiel  
week, or write us  
for Agency, Cata-  
logues and Prices.

NOTE THE ADDRESS

## CARRIAGE FACTORIES, LIMITED

156 PRINCESS STREET, WINNIPEG

Distributing Houses:

MOOSE JAW

CALGARY

EDMONTON

SASKATOON



## Factory Notes

The Gilson Manufacturing Co., Guelph, Ont., are planning an extensive addition to their factory in that centre.

The Frost Wire Fence Co., Hamilton, Ont., are erecting a \$25,000 one-story brick factory addition to their plant.

The Essex Tractor Co., at Essex, Ont., contemplate the erection of a concrete and brick factory to cost \$10,000.

The Twin City Separator Co., Minneapolis, is completing a large addition to its plant at 2837 South Dupont Avenue in that city.

Tractors by catalog! It is reported that Sears, Roebuck & Co., the Chicago mail order house, will build a tractor. The company recently bought a large tract of land said to be for the manufacture of

tractors, stoves and other products.

A report states that the Avery Company, Peoria, Illinois, built and sold close to eight thousand gas tractors in 1917, and has ordered material for fourteen thousand in 1918, or the largest output ever built by a single concern.

The General Motors Truck Co., Pontiac, Mich., have started production of a tractor known as the G.M.C. Samson. This tractor has been developed for 15 years and has wide popularity in Pacific Coast states as the "Samson Sieve Grip."

The motor truck business of the International Harvester Co. has grown so rapidly during the past three years that, as O. W. Browning, motor truck sales manager, says greater production is necessary. The company will build three times as many trucks in 1918 as it did in 1917.

engine discs were considered. Many recommendations were submitted to the manufacturers for approval. The principal action was the entire elimination of left-hand plows, and the suggested discontinuance of wood for plow beams.

The farm wagon department of the association also recommended that farm truck wheels be not constructed of greater diameter than 36 inches and that front and rear wheels be the same size and interchangeable.

## Joseph Maw Co. Open Showrooms

Joseph Maw & Co., the well-known automobile distributing concern in Winnipeg, have opened an up-to-the-minute showroom at 400 Portage Avenue, two blocks west of Eaton's. In this location the Maw organization have secured a commodious showroom and sales office. In their new premises the company will have on display their complete line of 1918 models of Reo, Gray-Dort and Peerless automobiles, also a large variety of commercial cars in various types.

One of the features of the exhibition is a board of Reo parts that enter into the construction of the different models. These

parts are splendid testimony for the worth and reliability of the Reo models, and are a convincing argument which the distributors are proud to use with prospects, as to the quality and construction of the car.

During Winnipeg Bonspiel, February 12-23, the company will hold open house at their new showrooms. They cordially invite dealers in the city during the carnival to make the Maw showrooms their headquarters, while an opportunity will be afforded to look over the line of passenger and commercial cars handled by the company. As indicative of conditions in the automobile trade the Maw organization report an exceptionally brisk business and prospects excellent.

## Business Course for Merchants

During February a short course for retail merchants will be conducted by the Manitoba University, Winnipeg, under the auspices of the Retail Merchants' Association. Many important subjects will be dealt with and visiting dealers should find this course of great value. Among some of the subjects to be dealt with are: "Organizing a Country Retail Store," "What Merchandise to Stock to Hold Your Trade," "Store System and Retail Accounting," "The Art of Selling," "Advertising," "Your Home Town, Its Development and Prosperity."



## Synopsis of Canadian North-West Land Regulations

THE sole head of a family, or any male over 18 years old, who was at the commencement of the present war, and has since continued to be a British subject or a subject of an allied or neutral country, may homestead a quarter-section of available Dominion Land in Manitoba, Saskatchewan or Alberta. Applicant must appear in person at Dominion Lands Agency or Sub-Agency for District. Entry by proxy may be made on certain conditions. Duties—Six months residence upon and cultivation of land in each of three years.

In certain districts a homesteader may secure an adjoining quarter-section as pre-emption. Price \$3.00 per acre. Duties—Reside six months in each of three years after earning homestead patent and cultivate 50 acres extra. May obtain pre-emption patent as soon as homestead patent on certain conditions.

A settler after obtaining homestead patent, if he cannot secure a pre-emption, may take a purchased homestead in certain districts. Price \$3.00 per acre. Must reside six months in each of three years, cultivate 50 acres and erect a house worth \$300.00.

Holders of entries may count time of employment as farm labourers in Canada during 1917, as residence duties under certain conditions.

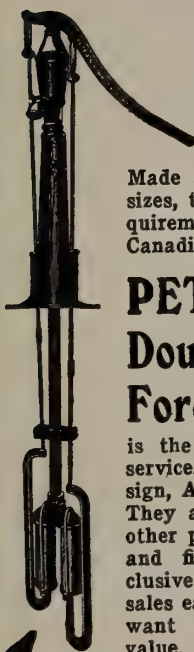
When Dominion Lands are advertised or posted for entry, returned soldiers who have served overseas and have been honourably discharged, receive one day priority in applying for entry at local Agent's Office (but not Sub-Agency). Discharge papers must be presented to Agent.

W. W. CORY,

Deputy Minister of the Interior.

N.B.—Unauthorized publication of this advertisement will not be paid for.

## PETERS PUMPS



Gives More Water in Less Time with Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

## PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

ALWAYS DELIVER THE WATER

Dealers: Get Peters' Pump Proposition for 1918

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Keosauqua, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write nearest Branch House for Particulars.

## Reducing Plow Types

The plow and tillage tool department of the N.I.V.A. met recently to consider the U.S. Government's report for the elimination of a number of sizes and styles of implements. Plows, listers, disc and spike harrows, cultivators, engine plows and

## PEERLESS PERFECTION

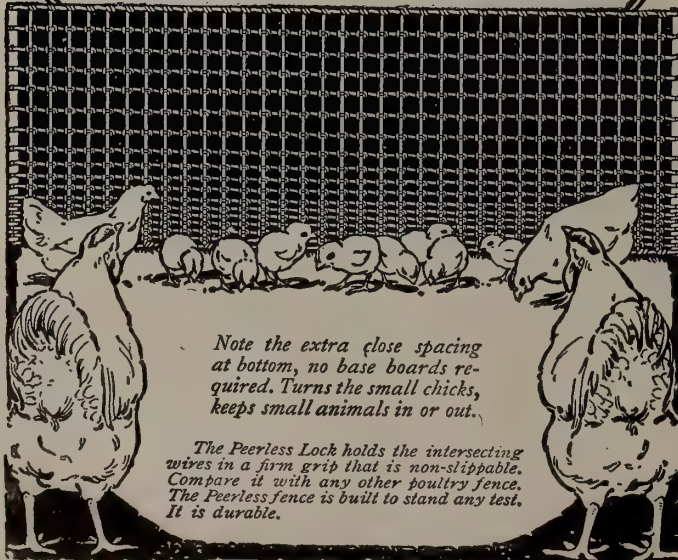
The fencing upon which you can build a reputation and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

## Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.  
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slipable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.



### Suggested Tractor Standards

In a recent meeting the Tractor Division of the U.S. Society of Automotive Engineers recommended various proposals re tractor standardization.

The punching of driving wheels for tractors should be 11-16 inch; all rims to be made in widths: 8, 10, 12, 16, 20, 24 or 30 inches. Spokes to be evenly spaced. Condensed specification forms were approved, also standard sizes for magneto impulse couplings. The division recommended that tractors be equipped with pulleys giving a belt speed of 2,600 feet per min., and that the following pulley width be made standard: Under 20 h.p., 6½ inches; 20 to 30 h.p., 7½ inches; 31 to 70 h.p., 9½ inches. It was recommended that for tractors with 20 drawbar h.p. or less the drawbar be horizontal and ⅝ in. thick, with 13-16 holes located with centers 1 in. from edge of bar. Also that implements be made with drawbars vertical and ⅝ in. thick, also with 13-16 holes; additional holes to be provided in both tractor and implement drawbars to provide adjustment.

### Hitching the Power Implement

The recent suggestion that the height of tractor drawbars be standardized is a most important one, since in a good many tractors the location and arrangement of the drawbar seems to have been an afterthought. Some drawbars permit of little adjustment; some have plenty—laterally; others have adjustment only vertically, and so on. Some are perfect.

The different implements now on the market present such a wide divergence of adjustment and hitches that the tractor manufacturer could not, if he would, produce a tractor that could be readily hitched to all of them, either singly or in multiple. The study of implements is too exhaustive to permit of a tractor being developed equally well adapted to all.

To develop a standard hitch for the tractor is no little job. Different implements possess different principles of draft. Different makes of the same implement vary greatly. In many cases it is comparatively easy to connect up the tractor with a single implement, but the hitching of implements in multiple arouses complications.

A large number of the hitches necessary for use with a tractor are easily made. The farmer can do it himself—if he knows how. Unless a farmer has a pattern in his immediate neighborhood to work from he is apt to encounter

no small amount of trouble in making one, simple and inexpensive though they may happen to be. One of the large tractor companies has gone a long way in assisting the farmer in solving this problem by publishing a booklet showing how hitches may be made.

The farmer doubtless will have little trouble when a single implement, such as a plow, is to be used, but where a harrow, drill or other tool, is hitched behind the plow, the trouble begins. He may be able to pull one drill, but unless he pulls more than one, he is not getting the full benefit of his power. The farmer is going to need a special hitch at some time or other; he can hardly avoid it.

The number of machines which can be used behind the tractor and

the various makes of those machines form a total almost impossible to estimate. It would seem a more simple matter for the implement manufacturer to provide a few different types of hitches adaptable to the leading tractors than for a manufacturer of tractors to provide a range of hitches adapted to all implements.

### Early J.I.C. Advertising

The earliest known advertisement of the J. I. Case T. M. Co., Inc., Racine, Wis., appeared in a city directory of Racine, Wis., bearing date of January, 1850.

Compared with modern standards this advertisement is quaint, yet its sincerity, and the simple statement that he "warrants his machines to suit or no sale" is signed J. I. Case. It showed the

man as he really was, an honest workman who backed his claims by his good name. Although nearly 80 years have passed since J. I. Case established his simple plant, in 1842, it has grown to a plant employing 4,000 men, and producing thousands of power-farming machines annually. The warranty for Case machines still holds good, as in 1850.

### Sawyer-Massey Calendars

The Sawyer-Massey Co., Hamilton, Ont., have issued a very tasteful calendar this year. On a dark blue ground are inset colored views of the steam and gas tractors and separators manufactured by the company. Sawyer-Massey dealers will find this hanger an effective one in their warerooms.

## Design, Quality, Reputation, Price

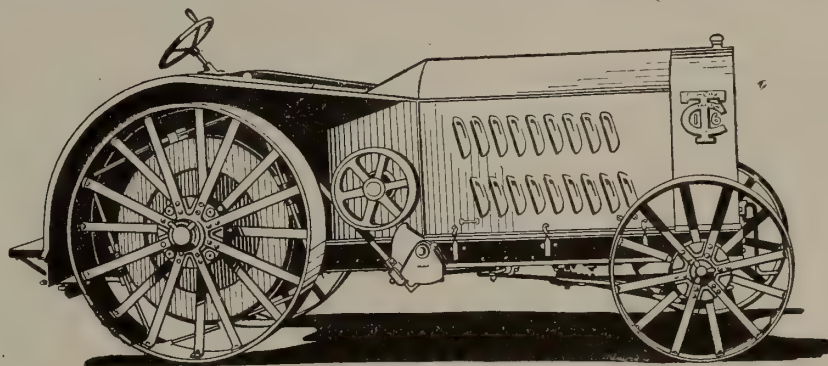
### The Twin City Line

OIL TRACTORS, 16, 25, 40 and 60 Drawbar H.P.

16 TRACTOR  
HORSE POWER  
30 H.P.  
ON THE BELT

5

The Ideal  
Tractor for an  
average size  
Farm



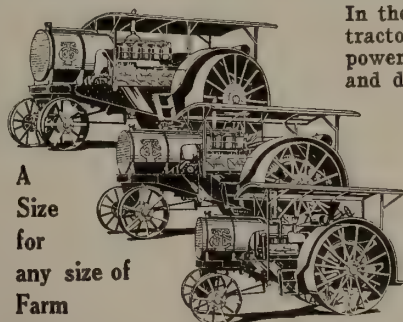
THE TWIN CITY "16" OIL TRACTOR

For Plowing  
and all field work,  
and efficiency  
for all belt  
work, the  
TWIN CITY "16"  
has no equal

## Satisfaction—to Dealer and Customer

Twin City Oil Tractors are pioneers in the tractor field. There is a size for every kind of work—and each is the most perfect tractor of similar power on the market. Reputation is a big asset in the tractor line a dealer handles. In workmanship, material, design and efficiency the Twin City Line is known everywhere as the last word in tractor construction. All sizes burn kerosene, gasoline or distillate.

## Make the TWIN CITY "16" Your Leader This Year



A  
Size  
for  
any size of  
Farm

In the light tractor world the Twin City "16" holds the lead. Embodies all recognized tractor improvements, and appeals to every farmer. Trim and compact in construction; powerful and smooth in action. No tractor is more completely protected from dust and dirt, or has a better system of lubrication. Uses the cheapest fuels. Equipped throughout with Hyatt heavy-duty roller bearings. Two speeds forward, one reverse. Special kerosene vaporizer with vacuum fuel supply. Total weight, 7,500 pounds. Ask for complete data on any of our machines.

### Pay us a Visit During Winnipeg Bonspiel

We'll be glad to show you the Twin City Tractors in operation. Make our office your headquarters while in the city. Our tractor school will interest you. Take Logan Avenue West car and get off at Arlington.

**MINNEAPOLIS STEEL & MACHINERY CO. OF CANADA, LIMITED**  
293 LOGAN AVE. WEST  
WINNIPEG, MAN.



### Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

**E. T. W., Sask.**—Boxings for disc harrow, No. 2515 left, and No. 2516 right, are the right and left hand boxings for a P. & O. disc harrow. You can secure replacements from the nearest general agency of the International Harvester Company.

**E. & Co., Sask.**—The manufacturers of the Paris gang plow went out of business some years ago. No parts for these plows are stocked in Winnipeg. Mr. Agnew, an implement dealer at Prince Albert, bought a carload of mixed repairs some time ago. He may have a rear frog. The Paris plow, was, we believe, a combination of the P. & O. Black Diamond and the Cockshutt Scotch Clipper. With little alteration a Cockshutt frog would fit the gang plow for which you want the part.

**R. & Co., Sask.**—Repairs for a Rock Island Plow should be obtainable from the Waterloo Mfg. Co., Portage la Prairie as this concern distribute Rock Island goods in the West.

**J. R., Man.**—X 667 is the intermediate gear, 44 teeth, on a No. 8 Massey-Harris drill. X 673 is change gear, 34 teeth on same drill. X 789 is the support and bearing for the square countershaft, left, grain drive, on same drill. The Massey-Harris Co., Winnipeg, can supply these parts.

**M. J. B., Alta.**—The spring harrow tooth,  $1\frac{1}{2} \times \frac{1}{4}$  39 is, we think, part O 1334 tooth for a Massey-Harris spring tooth harrow. Write the nearest branch of the company.

**S. L., Sask.**—The "Hoosier" 3 h.p. vertical engine was manufactured by the Flint & Walling Co., Kendallville, Ind. Repairs would have to be obtained direct from factory.

**P. McA., Man.**—We don't know of any "Chalmers" tractor. From the query we fancy you mean the Allis-Chalmers tractor, a 10-18 h.p. machine, manufactured by the Allis Chalmers Mfg. Co., Milwaukee. Full information can be obtained from the makers.

**A. H. Co., Sask.**—Part G 352 is the gang yoke, right hand, and part G 353 gang yoke, left hand, for a Bradley disc cultivator. This line is now owned by Sears Roebuck, Chicago.

**H. C., Alta.**—No. 958 is the lever arm on front axle of a Weir gang plow, formerly made by the Kingman Plow Co. The only repairs now existing for Kingman goods are stocked by the M. & K. Brokerage Co., Kansas City, Mo.

**F. F. B., Sask.**—H 480 is the scraper bracket for a disc harrow made by the Emerson-Brantingham Implement Co. Write the Regina branch for repair part. The Monitor disc harrow is now made by Madison Plow Co., Madison, Wis.

### Proposal to Finance the Retail Dealer

A proposal may be laid before the Manitoba legislature which aims at financing the retail dealers in Manitoba. G. W. Prout, M.P.P., who has introduced the scheme, states that at present the retailer is financed by the wholesaler, who in turn is financed by the bank. The country merchant in many cases could not

take cash discounts and had to buy at prices which did not allow him to compete with the mail-order house.

It is proposed to incorporate by special act a "Retail Credit Association," with a capital of \$900,000 contributed when organized as follows:—Retail merchants, \$300,000 (cash \$30,000); wholesalers, \$300,000 (cash, \$30,000); Government of Manitoba, \$300,000 (cash, \$30,000.)

All retailers and wholesalers who join would be required to take shares in the association in proportion to their assets, and 10 per cent of each subscription would be paid for in advance and subsequent instalments as may be required or determined by the directors. The government's contribution would be put in at the same times and in the same proportions as the private contributions. The capital paid in would be invested in government or public securities and held as a guarantee fund to provide against possible losses, and the income from the investments paid to the subscribers.

It is proposed that the association be managed by six representatives of the retailers, six of the wholesalers and four from the government. The objects aimed at briefly are:—

To grant and regulate time credit of members, to devise simplified methods of bookkeeping for members and to audit books of same, to prepare and issue efficiency bulletins, to manage retailers' businesses where necessary, to place efficiency experts at the service of retailers, to reduce the cost of credit, to assist the dealer to meet M.O. competition, to maintain price bureaus for members' information.

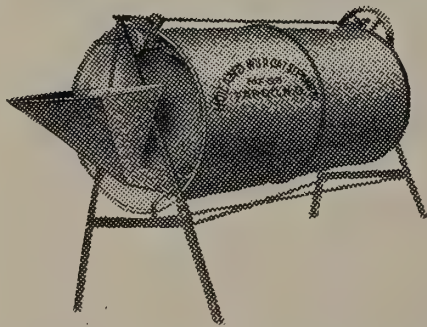
When the Board settled the amount of credit allowed to the individual merchant, he could order goods as required, duplicate orders to be forwarded to the association who would endorse

same and become responsible for payment for approved purchases on the notes of retailers secured by the endorsement of the association. The retailers would on guaranteed purchases pay a fixed rate of interest, out of which the banks would pay a certain percentage to the association. This interest would furnish the association funds to cover running expenses. Collections would be made by or for the association, and no further charges would be made for collections where the vendors were members of the association. To vendors not in the association, a collection charge would be paid of sufficient amount to make it in the wholesaler's interest to belong to the association. Notes guaranteed by the association to bear interest at 7 per cent. Banks to rebate 1 per cent to the association.

It is assumed that the revenue would be raised from (1) capital investments, (2) differences in interest rate 1 per cent, (3) from assessments on members in different trades, as may be determined. It is proposed that the government authorise the association to issue endorsements or credits not exceeding at time dates twenty million dollars. The retailer who belongs to the association would accept floating credit only from the association. As security for the merchant are mentioned: stocks and book accounts, indemnity bond, business, life insurance and fire insurance.

In brief, under this plan, the dealer who belongs to the organization would ask it for endorsement of his paper, and would obtain money from the bank on such endorsements. He could then buy goods where he likes for spot cash. This it is claimed would help him meet mail-order competition, but dealers would be compelled to do business in a manner satisfactory to the auditors of the central organization.

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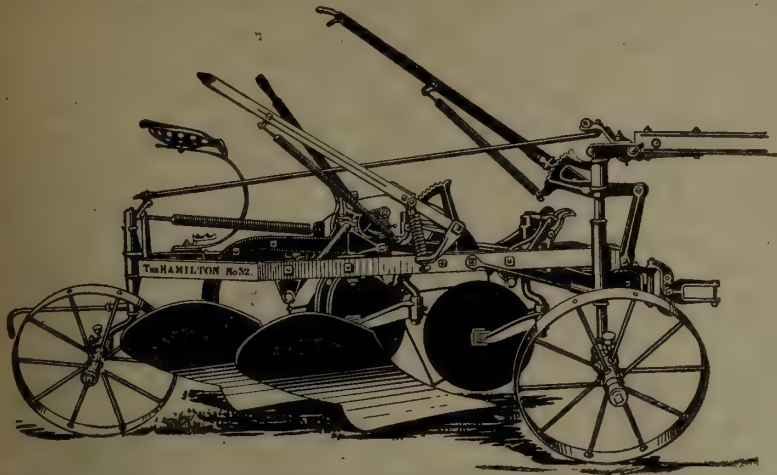
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**T**HE Hamilton No. 52 Gang Plow does good plowing with little wear on team or driver. It is the sort of plow your customers will buy this year. Because of its light draft and easy handling, because of its strong construction, because of the close adjustments that can be made, this **Hamilton** plow is one of the most dependable ever offered to Canadian farmers.

We ask your special attention to such features as the length and strength of front and rear wheel standards; the long dust-proof wheel bearings; the strong beams and

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In the **Hamilton** line are disk gangs, sulkies, walking plows and tractor plows—a plow for every farm—all of the same high quality of construction. Write the nearest branch house now for full information about **Hamilton** plows.

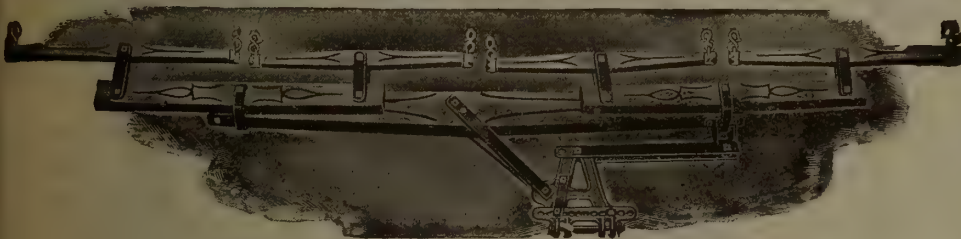
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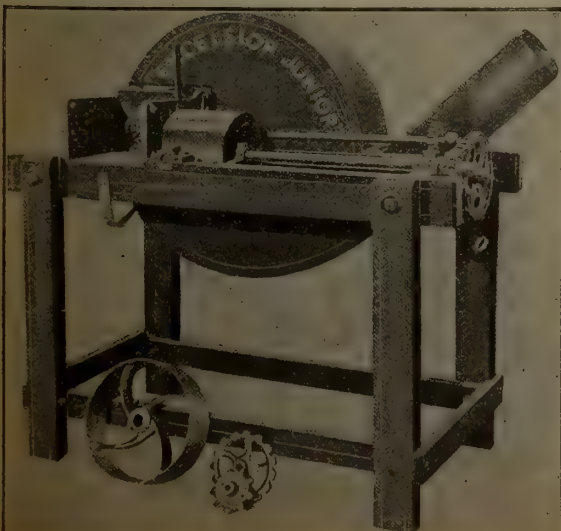
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Every farmer with over 5 head of stock wants one. Blower carries feed to any part of barn, or elevates up to 20 feet. Capacity, 1/2 to 3/4 ton per hour; 4 to 6 h.p. drives it. Cuts three lengths, 1/2 to 1 1/2 in.; one lever starts, stops and reverses.

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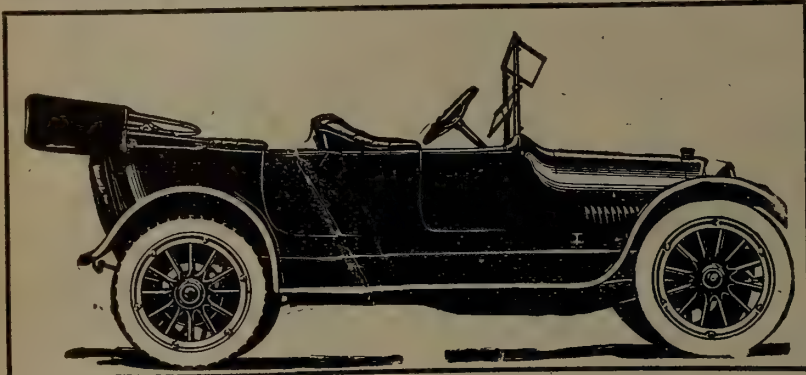
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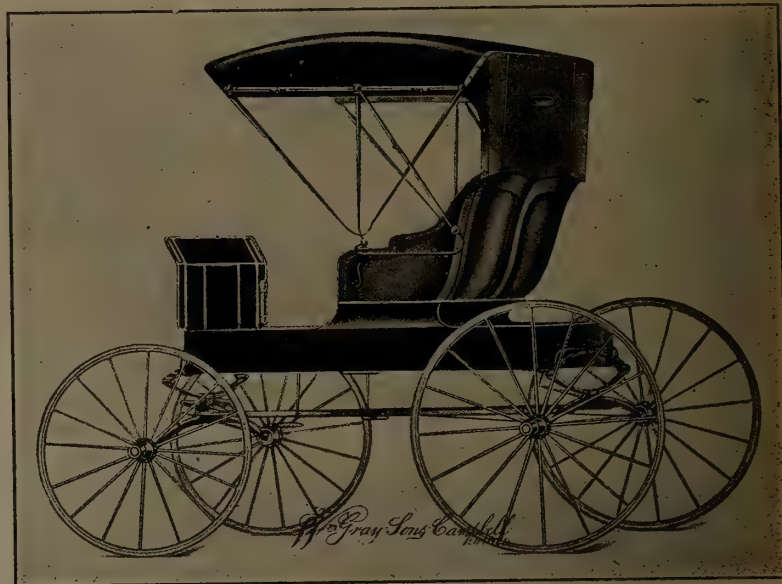
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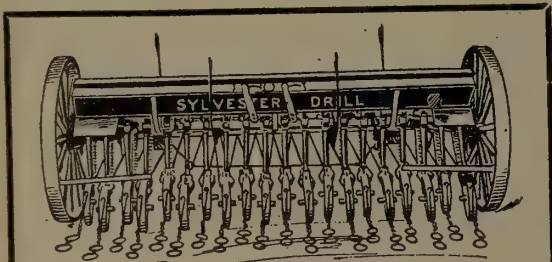


Our business is built along the same substantial lines as GRAY BUGGIES, and we are in the business to stay. We own the six largest Carriage Warehouses in Western Canada, located at Moose Jaw, Winnipeg, Brandon, Saskatoon, Calgary and Edmonton. Each of these contains at all times a stock of from 200 to 500 Vehicles of the famous "GRAY" line, and a COMPLETE STOCK OF EXTRA PARTS. A competent staff is in charge of each of these branches, being employees of this company, and always at your service.

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Rear View "Sylvester" 20 Double Disc Drill

**The Drill that is different from any other**

Sylvester drills deliver the grain in FRONT of the axle, and on the downward turn of disc. This ensures even distribution of seed and uniform depth, also perfect covering. Sizes—14, 16, 18, 20 and 22 discs. 14 and 16 sizes geared from one end; 18, 20 and 22 sizes geared from both ends. Equipped with grass seed box when ordered. Double disc drills have rubber tubes; single disc drills steel ribbon tubes. Ask for full particulars and prices of these perfect seeders.

**"WINNER" FANNING MILLS—A Fast Moving Line**

**Big Capacity—Perfect Work**

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Make our Show Rooms at 160 Princess St. your headquarters. Look over our line: Riding and Walking Plows, Disc and Tooth Harrows, Harrow Carts, Pulverizers, Haying Machinery, Gas Engines, Smut Cleaners, Fanning Mills, Grain Drills, Manure Spreaders, Cultivators, Wagons and Trucks.

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# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 3

WINNIPEG, CANADA, MARCH, 1918

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00) (Per Copy, 10 Cents)

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Consult the Local Manager for particulars.

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Prices.

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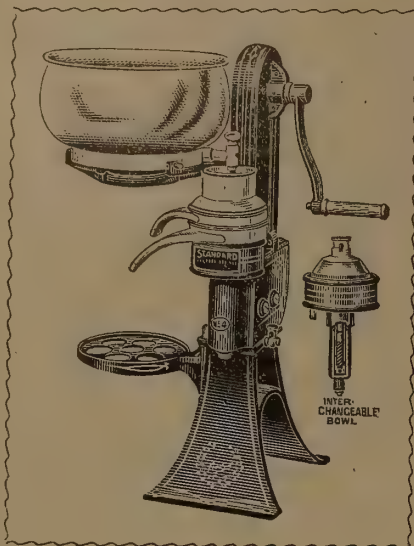
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We sell wholesale, to the dealers only, Mitts, Gloves, Moccasins, Automobile Tires, Spark Plugs and Auto Accessories, etc., etc.



# ANNOUNCEMENT!



WE desire to announce to our dealers and the trade that we have added to our line the well known "Renfrew" Cream Separator.

The "Renfrew" is made in Canada, and has features of such outstanding merit that in addition to its increasing sales at home, thousands are sold in the United States and Abroad.

The self-oiling system is the greatest improvement ever put on cream separators. The gears run in an oil-bath and there is a continual spray of oil on every bearing and moving part including the spindle. The "Renfrew" takes only a half pint of oil in every three months. Other separators must be oiled every day, and as this is often forgotten, the gears cut and wear more in one day than the self-oiling Renfrew gears in a year. This is one of the reasons the Renfrew runs so quietly, so easily, and lasts so much longer than the others. A twelve year old boy can turn it.

The frame of the "Renfrew" is oil-tight, milk-tight and dust-tight. No oil can leak out. No dust or milk can get into the oil reservoir. When you lift out the bowl to wash it, the spindle remains in the machine, doing away with washing greasy spindles.

The "Renfrew" has been in successful operation for the last eight years, and is guaranteed to do more perfect work with milk under the various conditions, than can be done with any other skimming apparatus.

## A Few of the Important Features of the "Renfrew"

*Waist high Supply Can only 38 inches high.*

*Crank a comfortable height for turning.*

*Gears and bearings all enclosed.*

*Gear housing oil-tight and dustproof.*

*All working parts run in an oil bath.*

*No glass lubricators or oil holes needing daily attention.*

*Pour in a half pint of oil every three months, that's all.*

*Easiest turning.*

*Quietest running.*

*Strong and durable.*

*Gears all stop while speed of bowl runs down.*

*Closest possible skimming to .01% and less.*

*Interchangeable capacity, a small capacity machine can be converted into a large capacity by merely changing the bowl, etc.*

**ORDER A SAMPLE TO-DAY**

# COCKSHUTT PLOW CO., LIMITED

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# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 3

WINNIPEG, CANADA, MARCH, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10c.

## The Fanning Mill—an Essential on the Modern Farm

The importance of the fanning mill as a feature in farm equipment is such that the implement dealer should invariably be in a position to supply this machine to his trade. More and more farmers are realizing the importance of clean, carefully selected seed. Further, they realize the wastage of hauling grain to the elevator uncleaned when they could save dockage charges and conserve their screenings for feed by owning a modern fanning mill or separator. In seed selection, like begets like. Sickly, stunted seed cannot be expected to produce a sturdy, drought resistant crop. Strong, healthy seed, such as results from proper cleaning and selection, gives a sturdy grain that is virile enough to hold its own with the weeds, and grain cleaning is a potent factor in all weed eradication propaganda.

### The Effect of Cleaning

We want bigger yields, better quality and cleaner farms. To attain this ideal the fanning mill is of the greatest value to every farmer. Some idea of its value can be gauged by a scrutiny of tests made at an agricultural college during the past three years. A sample of No. 3 Northern wheat, weighing 60 pounds per bus., was cleaned through a standard fanning mill three times, drawing approximately 10 per cent at each cleaning. Tests were made of the effect of cleaning on yield. No. 3 Northern seed, uncleaned, gave a yield per acre of 30 bus. 20 lbs. When cleaned once it has a yield of 33 bus.; cleaned twice, 34 bus.; and cleaned three times, 34 bus. 30 lbs. The fanning mill in this case gave an increase of 4 bus. 10 lbs., and with wheat at \$2 per bushel this means an increase of \$8.30 per acre.

Usually better wheat than No. 3 is kept for seed, and is cleaned but once, yet the tests show the value of more than the one cleaning on even the lower grades. Even in the most efficient machine, one run through may not take out all weed seed and immature kernels.

With original seed containing enough wild oats to be rejected a second and third cleaning raised the quality of the resultant yield one grade. That the fanning mill is a necessity for seed selection is shown by the following data:

In the seed testing service for farmers the Manitoba Agricultural College, in an analysis of the first 85 samples received of the 1917 crop, found that only 14 per cent of the grain received will make first class seed; 14 per cent grades second class; 28 per cent third and fourth class, while 43½ per cent is unsuitable for seed purposes.

If the seed wheat sown contains ¼ pint of wild oats to the bushel of seed wheat the loss in yield and marketing the crop is great, for not only is yield affected but it costs money to thresh and haul grain to the elevator, when in that grain is oats that the farmer gives away and then buys back for feed.

### Wild Oat Eradication

One of the most important developments in seed cleaning machinery is that of machines that remove oats from seed barley. In the past thousands of bushels of barley has been ground for feed, simply because the oats could not be removed. There are now on the market wild oat separators of different types, which separate the wild or tame oats from barley for seed. The value of these machines is apparent, for the farmer has the seed barley free from oats, the screenings ready to use or sell and the oats left to be ground for feed. Some wild oat separators are so efficient that they will procure perfect seed barley from 50-50 mixtures of wild oats and barley which normally would have to be ground for feed.

There are now on the market many good types of fanning mills, some with special features, but all generally of a certain similarity in design. It is most noticeable that as years pass in the standard types of mill the construction is greatly improved and a more rigid and serviceable design employed.

### Features in Using

Even in the same mill different samples of the same kind of seed may require different treatment. Again, the same seed may require different combinations of sieves in different mills, depending on the length and angle of sieves, the direction and force of shake, the strength of the air blast and the way in which it strikes the seed, also the speed of the feed of the grain. Thorough control of the air blast is a valuable factor in the mill the dealer handles, but with any mill the farmer has to use his own ingenuity to some extent so as to do the best work on the particular kind of seed being cleaned.

The air blast removes as much as possible of the lighter material without useless waste of plump seed. It is not strong enough unless some good seeds are sent out with the chaff. The work of the blast is to remove the lighter material to lessen the work for the sieves by removing part of the grain that would have to pass through them, also preventing their clogging up with this light material. In some mills as the blast increases the shake of the sieves is automatically decreased, so as to take advantage of this fact. In a first cleaning the seed can be run through rapidly to remove dirt and chaff by the blast, then one or two slow cleanings, using both sieves and blast, will give good results.

### Full Equipment Essential

For supply the dealer should have a full equipment of the various sieves and screens suitable for all purposes with the line of mills he handles. Lack of sieve and screen equipment on the customer's side entails a waste of good seed or a loss that would fully defray the cost of a full set of sieves. The top sieve usually is made to let the seed through and remove the larger impurities, but when weed seed is similar in size to the seeds in which they occur it is hard to separate them. Adjustment of sieve angle and the amount of shake and feed are necessary so that the grain will

travel slowly and as much as possible pass through the sieve. The lower sieve or screen should be just large enough to let the good seed through. It is too small if small kernels of the grain are not being removed along with the weed seed. The more impure the grain the longer it should take to travel over the lower screen. Weed seeds may often be retained if the cleaning is too fast, and too much seed is allowed on the lower screen. Too much slant to the sieve has the same effect in many instances.

Fanning mill sieves may be of perforated zinc or woven wire. The former type of sieve may be punched with round, oblong or triangular perforations, while the wire mesh screen is usually square or long mesh. Sieve sizes are usually given in 64ths of an inch, so an "8" sieve would have 8-64 or ⅛-inch perforations. The mesh of wire sieves is expressed by the number of wires to the square inch, such as 8 x 8.

### Efficiency in Cleaning Grass Seed

One of the greatest tests of fanning mills is the removal of the weed seeds that grow in clover and timothy. Ragweed can best be handled, according to some authorities, with a long mesh sieve. Alfalfa generally requires similar sieves to those recommended for red clover. Alsike can be cleaned fairly well with a riddle of about 1-18 inch perforations, which will take care of Canada thistle. For timothy weed seeds and larger material than the timothy can be removed by a sieve, which with the blast will hold the impurities back and run them over the end of sieve, while the timothy passes through. Many farmers recommend woven wire screens for the separation of weed seed smaller than timothy.

### Sieve Sizes Recommended

The specific sieve for any particular lot of seed depends upon a variety of circumstances, but the following sizes are recommended by seed experts as being adaptable to the seed named:



Red clover seed, 4 x 24 woven wire, holding the seed. For red clover a 1-15in. zinc upper sieve is advised. For timothy a 1-22 in. zinc sieve is suggested, with a short quick shake, the seed passing through. A 28 x 28 is also found useful for this work. For wheat a 8-64in. sieve holds the plump wheat and eradicates weed seed and shrunken kernels. A slightly larger perforation should be used as an upper sieve. Oats and other impurities larger than wheat slide off such a sieve; the wheat seed tips on end and passes through.

For general wheat cleaning a wheat sieve of about 12, 13 or 14-64 inch perforations is generally used as a riddle (upper sieve). The gangs of approximately the same perforation being above one another an oat or wild oat passing one gang starts sliding on the one below and is ultimately run off behind. For the lower shoe 8-64 or 9-64 zinc and 7 x 7 to 9 x 9 square mesh wire, also long mesh wire is in common use. The dealer should always recollect that no mill is equipped with sieves for every kind of cleaning; most mills are fitted for the average lot of seed. There is often a demand upon the dealer for sieves, for use on old mills which may now be obsolete, or for sieves for patterns of mills which have been largely changed in design. For general use the seed laboratories of the Dominion Department of Agriculture advise the following sieves for the seed indicated:

Wheat.—Riddle, 13-64-inch perforated zinc. Screen, 2 by 10 woven wire for chaff; 7 by 7 for wild vetch or wild buckwheat, or buckwheat sieve for wild buckwheat.

Barley.—Riddle, 18-64-inch perforated zinc. Screen, same as for wheat.

Oats.—Screen, 2 by 10 woven wire, or 5-64 by 1/2 perforated zinc.

Flax.—Riddle, 3 by 16 woven wire. Screen, 1-12-inch perforated zinc.

Red clover.—Riddle, 1-15-inch perforated zinc. Screen, 4 by 24 woven wire for plump seed and for removing rib-grass; 4 by 26 or 2 by 28 for small seed; 20 by 20 for removing sheep sorrel.

Alsike.—Riddle, 1-18-inch perforated zinc. Screen, 24 by 24 woven wire.

Timothy.—Riddle, 1-20-inch perforated zinc or 22 by 22 woven wire; 1-22-inch if upper shoe of mill can be given a short quick shake; 28 by 28 below for plump seed or for removing worm-seed mustard; 30 by 30 for smaller seed.

#### A Line by Itself

The dealer has a wide variety of types of grain cleaners and graders to choose from, and the man who specializes in this line should closely investigate the various types upon the market before making his choice of a line to represent. Not only should he handle smaller size mills for hand use, but he should be interested in the sale of larger mills for large farms, seed firms or small elevators. The average farm size mill is now usually equipped with a power attachment for engine drive, also with a bagger, which can be procured in different lengths. Some mills have an auger type conveyor which carries the grain to the bagger.

As well as the fanning mills there are special type machines for the eradication of wild oats. These are in great demand, and are exceptionally profitable line for the dealer. These wild oat separators vary considerably in design, but all are claimed to do good work. On the choice of a machine of this type the dealer should use considerable discrimination. In addition in his battery of grain cleaning machinery it is essential that the dealer handle pickling machines, or smut cleaners. These are produced in many types, from a very cheap variety to a comparatively expensive machine equipped with an elevator for the pickled grain and possibly a skimming attachment.

It is well to remind the farmer that unbroken smut balls are impervious to the solutions used to destroy smut spores in the kernels. One smut ball contains millions of spores—enough to infect a large quantity of grain. The fanning mill will remove

smut balls very completely from wheat and any wheat so infected should be sent to the mill before treating with solution. In pickling, any smut balls that appear on the surface of the solution should be removed quickly. The main trouble is that the time of treatment given to wheat or other grain is far too short to permit the removal of all smut balls rising to the surface. An exposure of 10 to 15 minutes to the liquid will seriously affect the germination of the seed.

#### Structural Features Important

The customer generally wants a mill that will do the best work, and, farmer-like, he wants it at a low price. A well-made, durable and efficient mill cannot be made at a low price, and the price of a mill is nothing compared with the value of its services to its owner. Proper cleaning and grading will pay for the most expensive mill in a season or two. Strong and substantial construction is a good selling point, while the various sieves and screens should be readily and conveniently removed for the purpose of changing from one kind of grain to another. The sieves should be well made and fit snugly, so that there is no place where weed seeds may lodge. Ease of cleaning the mill is a good feature.

Capacity in bushels per hour is not all important. It takes only a few hours, even with a slow mill, to clean all the seed used. In cleaning grain for market, capacity of course, is a considerable factor. Speed should be sacrificed for quality of work in cleaning, while ease of operation is an important point from the standpoint of the customer. The drive design, type of sprockets and general accessibility of the mill are all selling points.

The control of grain leaving the hopper is seen in all good mills, for it should be possible to regulate or stop grain flow to the sieves by one hand while turning the crank with the other hand. If stoppage is necessary to close the hopper, the sieves usually are flooded and poor work results. A design that allows the operator to see what the sieves are doing is usually sought for.

A strong and simple bagger, supplied for various heights, is a good attachment to the line you handle. You will find it most satisfactory to get from the customer his sieve requirements by asking what he will principally use the mill for. In this way the proper sieves can be specified so that the jobber or factory can supply them. Generally, manu-

facturers have sieve requirements standardized, and a large collection of sieves is unnecessary. Full instructions are given of the sieves to use for different grains.

#### Demonstration and Selling

Grain cleaning machinery makes a nice display in the store and if a line shaft is erected in the warehouse power drive can be used. The machines can be arranged in order of size and with some of the cereals, demonstrations can be effectively staged for the benefit of customers. With wild oat separator samples can be mixed of one-third each wild oats, tame oats and barley, so as to show the efficiency in effecting separation between barley and oats.

Cuts of the machines can usually be procured from the manufacturers and these can be used for the dealers' advertising in the local paper or for having circulars printed. Suitable literature should be laid on a table or bench beside the mills in the store. As in other lines of trade building the dealer should draw up a prospect list of names of farmers who do not own fanning mills, or whose seed cleaning equipment is worn out or obsolete. If the dealer applies himself to this line he will find that seed cleaning machinery can be made a very profitable adjunct to his annual business in almost any district of the Canadian West.

#### Demonstration Plans Postponed

During the tractor show at Kansas City a meeting of the tractor demonstration committee of the National Implement and Vehicle Association took place to decide dates and locations for the demonstrations to be held this year in the U.S. and Canada.

It was the sense of the committee that in view of the critical transportation situation and the uncertainty of securing adequate railway equipment for shipping machines required on farms, that there was doubt as to the advisability of holding any demonstrations during the present year. A resolution to this effect was adopted. The resolution recites that it is a question whether it would be either patriotic or practicable to carry out the demonstration programme as planned early in the winter.

The committee, therefore, decided to postpone indefinitely further consideration of the dates and locations. If conditions later should make it advisable to hold the demonstrations, the dates and locations will be selected in due season.

## RAPID-EASY GRAIN GRINDERS

### The Famous Line of Machines

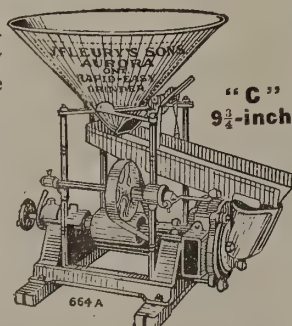
A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled.

A few styles and sizes are as follows:

No. A—	6 inch. Plates (Flat)	2 1/2 to 5 H.P.
No. B—	8 1/4 " " " "	5 to 10 H.P.
No. B—	10 " " " "	6 to 12 H.P.
No. C—	9 3/4 " " " "	Mill Head

CUSTOM MILLS:

No. D—	10 1/2 inch Plates (Flat)	8 to 14 H.P.
No. D—	11 " " " "	8 to 16 H.P.
No. D—	13 " " " "	15 to 25 H.P.



**J. FLEURY'S SONS .. Aurora, Ontario**

Medals and Diplomas World's Fairs, Chicago and Paris

WESTERN AGENTS: **THE JOHN DEERE PLOW COMPANY, LIMITED**  
Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

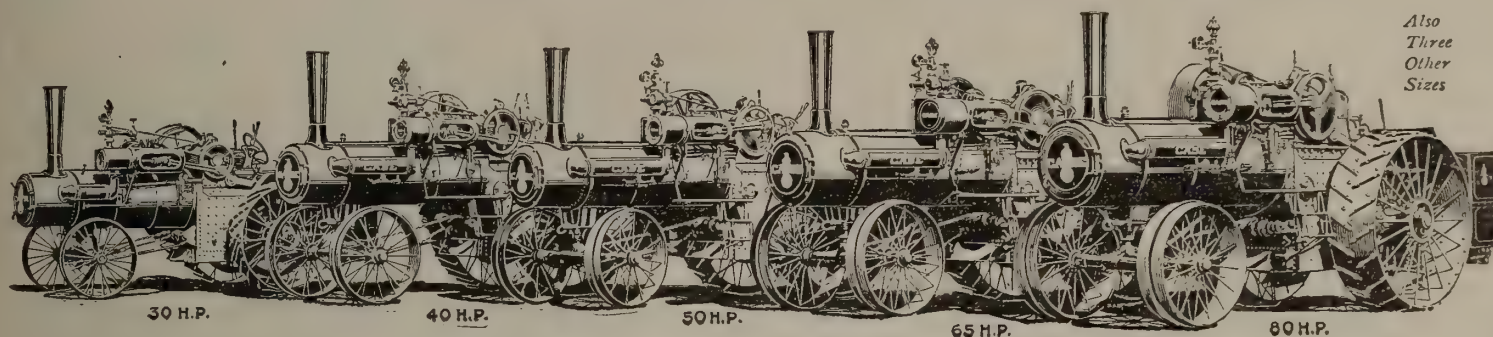




Founded  
1842

# CASE

Famous  
the  
World  
Over



Also  
Three  
Other  
Sizes

## Case Steam Tractors Backed by 76 Years' Experience

**T**HE first Case Steam Tractor was built over 40 years ago. So you see Case is a pioneer in the tractor industry. During this time, thousands of Case Steam Tractors have found their way to every civilized country. Everywhere, they create satisfaction, adding to the reputation of Case dealers.

In every contest entered, Case Steam Tractors have always taken highest honors. In performance, economy, durability, and efficiency, they stand second to none.

With the coming of oil-burning tractors, some manufacturers neglected steam tractors, but Case continued to improve and refine their steam engines. Some men contend that in some localities and for certain work, steam tractors furnish very satisfactory power. We have, therefore, kept on with our steam tractors, keeping this department entirely separate from the manufacture of oil-burning tractors. Each is backed by its own

corps of skilled engineers. Each department is ever striving to bring its product to the highest state of perfection.

The line of Case Steam Tractors is complete. Eight sizes—30, 40, 50, 60, 65, 75, 80 and 110 horse-power.

The J. I. Case Threshing Machine Co., with its 140-acre factory and 4,000 skilled mechanics, also makes a complete line of kerosene tractors in four sizes, threshing machines in seven sizes, baling presses in two sizes, silo fillers in three sizes, Case road machinery and Case automobiles.

Dealers who appreciate steady profits and pleased customers represent Case in 9,000 towns. Only once in a while are there changes or openings. It might be that such an opportunity exists in your community. Write to find out. We will be glad to explain our proposition.

**J. I. Case Threshing Machine Co., Inc., 1025 Erie St., Racine, Wis.**

*Founded 1842*

Canadian Branches: Calgary, Edmonton, Winnipeg, Brandon, Regina, Saskatoon  
Eastern Canada: Canadian Fairbanks-Morse Co., Limited, Toronto and Montreal

**FREE  
Books**

**Send For This Descriptive Printed Matter—All Free**

Below are listed the different series of booklets and folders. Tell us which interest you.

Kerosene Tractors  
Steam Tractors

Grand Detour Plows  
Threshers

Hay Balers  
Silo Fillers

Road Machines  
Automobiles

Or, if you wish, ask for our General Catalog, describing the entire Case line. It is free.

**Write  
Today**



### The Modern Farmer

The purchasing power of the farmer has grown to such an extent that he has become a most important factor in the commercial world and he can now buy what he needs. Agricultural colleges and experiment stations have contributed largely to the success of the farmer and, incidentally, to the wealth of the nation, by teaching him both the usefulness of and the need for the various labor, time and money saving implements and those which aim to increase the productiveness of his farm.

With a thorough understanding of the value of the cream separator, the gas engine, the silo, and the mechanical milker—and the ready money with which to buy—all that is needed to effect the transaction is a willingness

on the part of the implement dealer to meet the farmer half way.

And the dealer is doing this by selecting reliable lines of goods and instituting aggressive sales methods. He realizes the fact that he must advertise so as to combat the direct selling evil. Money sent away from the small town restricts local improvements which invariably add to the value of the dealer's property and business.

### Coast Manager Visits Winnipeg

James Grandy, manager of the Vancouver branch of the De Laval Co., Limited, spent a couple of weeks in Winnipeg attending the Dairy Convention, and the annual convention of the Western De Laval representatives. Mr. Grandy reports the outlook for more and

better dairying in British Columbia is bright, and looks forward to a successful sales year in the sale of De Laval goods.

### De Laval Travellers Hold Annual Meeting

The annual convention of the Western Travelling Representatives of the De Laval Co. Ltd., was held in Winnipeg from February 5th to 9th. Each year brings its quota of new possibilities in the dairy supply line, and every man evidenced his knowledge of these possibilities by the estimates made for 1918 business. The De Laval organization throughout Western Canada has been steadily increased and improved upon, until to-day the sign of the De Laval Agency on a man's place of business justifies the assumption that a reliable and

up-to-date business is conducted within.

Much of this has been brought about by the earnest and conscientious work of the travelling representative backed by the company, and the loyalty of the general representatives of the De Laval Co., Ltd., is a clear indication of their faith in the goods they sell.

The following men of the field force spent the week in Winnipeg getting primed for the 1918 drive for business, and none of them but what will go "over the top" when 1918 sales are totalled:

H. R. Shortreed, Edmonton, Alta.; M. S. Lee, Calgary, Alta.; M. H. Roberts, Lethbridge, Alta.; W. F. Rundle, N. Battleford, Sask.; E. H. Mayne, Saskatoon, Sask.; G. F. Mitchell, Moose Jaw, Sask.; C. H. Bagg, Weyburn, Sask.; W. J. Postlethwaite, Regina, Sask.; W. A. Wilson, Saskatoon, Sask.; W. F. Forsyth, Neepawa, Sask.; W. G. MacPhail, Brandon, Man.; A. MacPhail, Winnipeg, Man.

### Tractor Company to Build New Addition

Janesville's growing industry, the Townsend Tractor Co., took another step forward when a contract for a new addition to the factory was let. The new plant will be built of brick on the same plan as the present factory, and will have a floor space of 60x100 feet. The estimated cost of the building is \$5,000. Townsend tractors are handled in Western Canada by the Canadian Fairbanks-Morse Company.

### Looking Ahead

Considering the present high prices, there is little wonder that dealers are conservative in their buying. However, we do not think this is because of any fear that the business is "going to the dogs." It is because too many of us fail to realize the situation. There is a feeling that the war may soon end, and then will occur a slump in the price of steel that will affect the implement business and prices will suddenly drop. No dealer wishes to be caught with a large stock and a drop in the price.

Whether a dealer should go ahead and buy as he would under ordinary conditions, or be extremely careful, making small purchases as needed, is a question that requires careful consideration on the part of the trade.

A carburetor, Wilfred, is a place where gas and air meet to beget power.

## There's a Reason why the demand for BULL DOG Fanning Mills

Exceeds the combined sales of all other  
mills sold in the Canadian West

Our factory is kept at full pressure, and our dealers are steadily booking profitable orders, because everywhere the farmer knows the quality, construction, superior design and wonderful efficiency of Bull Dog Mills. Eleven sizes: Capacities from 25 to 150 bus. per hour.

### The Bull Dog Wild Oat Separator; Model A, 3-Roll



Made to separate Wild Oats from Barley, and DOES IT

Also made in 6-Roll Size, with capacity up to 40 bus. per hour. Specially designed machines for taking wild oats out of tame oats, wheat and barley. They grade perfectly. No machine made equals their work. Baggers supplied for both sizes.

Get the Bull Dog Agency. It will  
get you the Business in any territory.

**TWIN CITY SEPARATOR COMPANY, LIMITED**  
Off LOGAN AVENUE, on QUELCH STREET  
WINNIPEG, MAN.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

## Sell The Improved Bull Dog Smut Cleaner

Extra long carrier for wagon box delivery. False perforated bottom in carrier; no liquid wasted. Large low feed box; galvanized rust-proof tank. Double paddle skimmer.



### THE NEW 48-inch BULL DOG MILL

The latest addition to our line. Does exceptionally fine work on all grains. For perfect results the best mill made. Heavy construction, durable and rigid design. Easily driven. Can be supplied with 4-ft. Bagger or Wagon Box Elevator. Hundreds ready for immediate shipment.





# TWO SIGNS



Wherever you see  
this sign  
on a farmer's barn

there you will find a farmer who is getting real separator service. He knows he has the best there is and is proud of it. He is a booster for the De Laval and the agent who sold it to him.

Wherever you see  
this sign  
on a dealer's store

there you will discover a dealer who gets the bulk of the cream separator business in his community.

The De Laval is better known, gives better satisfaction and is the easiest to sell.

The way to get started right in the cream separator business is to put one of these signs on your store.

The cream of the cream separator business goes to De Laval agents.



*Put up the first sign and you'll find it easy to get up the second. There is cream separator business all around you. You can get more of it and make more profit on it with the De Laval than with any other separator.*

## THE DE LAVAL COMPANY, LIMITED

LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA  
Sole manufacturers in Canada of the famous De Laval Cream Separators and Ideal Green Feed Silos.  
Alpha Gas Engines, Alpha Churns and Butter-Workers. Catalogues of any of our lines mailed upon request.

WINNIPEG

VANCOUVER

MONTREAL

PETERBORO



## Farm Implement Repair Week, March 11-16

It has been decided by the authorities at Ottawa that the week of March 11-16 will be a farm implement inspection and repair week throughout Canada.

An effort will be made to have every farmer inspect his machinery during this period and immediately to place his orders for repairs or extra parts. Letters have been sent to a large number of organizations asking their co-operation in this effort.

It is hardly necessary to call to the attention of any implement dealer the advantage it will be to him to have his repair orders in early. In many cases it will enable him to place these orders more advantageously than if they were received during the rush season. It will enable him to fill the orders when he has plenty of time and it will be of untold advantage on account of the congested condition of the railroads, but the main thing is the help it will be in the great drive made for maximum food production.

You are aware of the great advantage of having repair orders placed early in the year, but it is of unusual importance in war times. The saving of shipping these repairs through distributing branches, avoiding the excessive express charges and the multiplicity of orders during the rush season, the heavy expense of carrying an adequate stock on account of the present high cost of repairs, the lack of any knowledge of what the demand will be for malleable and steel parts—which are scarce and hard to get are all apparent to you. Dealers who have tried to get their

customers to anticipate their wants know how difficult is the task, but with a special inducement like repair week with a nation-wide significance, it will put a little different aspect upon the matter.

### Inducements

Every dealer will do his utmost to help out in this movement. The inducements are easily apparent:

First—There is an unprecedented scarcity of malleable and steel parts—especially the former—and the farmer who puts off ordering until he needs the part will surely be delayed and this delay may cause the necessity for purchasing a new implement.

Second—There never was a time when the railroads were so congested as at present. There is delay in transporting the mails, express and freight. Unusual delays can be prevented by placing these orders early.

Third—Early orders will save express and parcel post charges.

Fourth—Placing orders early will be an act of loyalty and help in the effort to go over the top in the big drive for a maximum food production in 1918.

A similar movement in the United States has met with great success, and the suggestion on page 23 for a newspaper advertisement is an adaptation of that used in the States, as suggested by the National Implement and Vehicle Association.

It can be used in part or as a whole, reduced or enlarged, or any changes made which you desire. To be most effective it should be run as half or full page

ad. It is only a suggestion to help you get this important matter before your customers.

A good way to handle the newspaper advertising is to get all of the dealers in town to join

Name	Ordered	
Address	In	Out
For		
Remarks		
Notified		

### Suggestion for Repair Record

in the expense and let the one ad. do for all. It is not necessary to have any names appear on ad. Interest your local papers and ask their co-operation.

### Systematic Way to Keep Repair Orders

The repair order card shown herewith will be found of great convenience in the big drive which you will make for anticipated repair orders. Enter orders on card; have a card index box in which to place them. In this box have four divisions. When the order is entered insert card in division No. 1. When repairs are ordered insert card in division No. 2. When repairs are received and checked and checked in and marked up insert card in division No. 3, and when

repairs are delivered to customer, take card out of division No. 3 and place it in division No. 4, where it can remain a permanent record. Date card when repairs are ordered and check "in" and "out" in spaces indicated. Dealers can have the cards made any desired size. They can also have more data on card if they wish, but the card system carried out as per instructions will be found convenient. When customer calls for repair any clerk can tell whether or not it has been received and the repair can be delivered without having to hunt up the clerk who took the order.

Let us make this the biggest thing ever accomplished by any trade since the war started. By pushing the movement you are advertising the implement business, showing your desire to render your customers good service, and by urging early inspection you will find that it will result in many early orders for implements which the farmers were not aware they needed until they inspected their old implements and found them unfit to repair.

### A New Sharples Machine

The Sharples Super-Emulsifier is one of the more recent machines developed by the Sharples Separator Company. The emulsifier is a machine for reassembling the component parts of milk. In construction it resembles the factory separator, the only difference being in the bowl, which is so constructed that when an emulsion of the component parts of milk, fat, water and solids is passed through it, it is carried up the side wall or outside diameter of the bowl in a thin sheet and a pressure of 400 pounds to the square inch is exerted, which thoroughly breaks up the fat globules. As it passes upward to the top of the bowl it is forced by this pressure through a series of small holes, which sprays it into the covers, producing a smooth, velvety cream, which can be whipped or churned. When used in ice cream making, it will give a greater swell than ordinary cream.

There are numerous advantages to be derived through the use of an emulsifier. The greatest advantage is the fact that it places the ice cream dealer in a position to have an unlimited supply of cream.

It is unfortunate that so many youths get the impression that money is the only real capital. They do not seem alive to the truth that brains and conscience are the true success capital.



## Knock-Out Mail-Order Competition

MECO Engines are unquestionably the greatest engine value you can offer your customers. Reasonable in price; have every desirable feature of design and construction. Simple, substantially built, medium weight. Center-fire ignition; valve-in-head design. Safety spark shift—start easily. Easy to operate. Low fuel consumption. Ask us for full specifications of the MECO.

### Made in Sizes: 2, 3, 4, 6, 8 and 12 Horsepower

No matter what engine line you are handling, you should investigate MECO prices and MECO quality. These four-cycle, water-cooled engines, durable and dependable under all conditions, will secure you the bulk of the engine business in your vicinity.

THE MECO EXACTLY FITS THE FARMER'S REQUIREMENTS. BIGGEST ENGINE VALUE IN THE MARKET. WRITE AT ONCE FOR SPECIAL PRICES TO DEALERS.

**The John Stevens Company, Ltd.**  
661 HENRY AVENUE, WINNIPEG





Delivery conditions become more uncertain every day. Transportation congestion and embargoes affect not only shipment of raw materials to the manufacturer, but delivery of finished product to dealers.

## BE WELL-STOCKED WITH SHARPLES To Keep Pace with Demand and Avoid Delivery Delays

**B**Y BEING well-stocked we do not mean that a dealer should overload. That is not the Sharples policy. On the other hand, every dealer should bear in mind that these are *abnormal times*.

Farmers are being urged from all sides to "save the fats that will help win the war." High price of butter-fat makes it doubly worth while to save it all in separating.

As there is only *one* separator—the Sharples—that saves all the cream, *skimming clean at any speed*, the Sharples is the one that farmers will want.

Be on the *safe side* by ordering *early* and ordering *adequately*. A Sharples is always a standard investment for the dealer just as it is for the farmer.

# SHARPLES

## SUCTION-FEED CREAM SEPARATOR

### "The Machine of the Hour"

The Sharples has selling points no other separator can even *claim*. The Sharples suction-feed principle *alone* is a powerful sales advantage for dealers. It absolutely prevents butter-fat waste, no matter who turns a Sharples, and at what speed it is turned. This can be said of *no* other separator.

And, due to the scarcity and unprecedented demand for raw materials, etc., separator prices cannot possibly be lower than they are at present, for even several years after the war is won.

**SHARPLES is the most profitable separator contract. EXTRA BONUSES!**

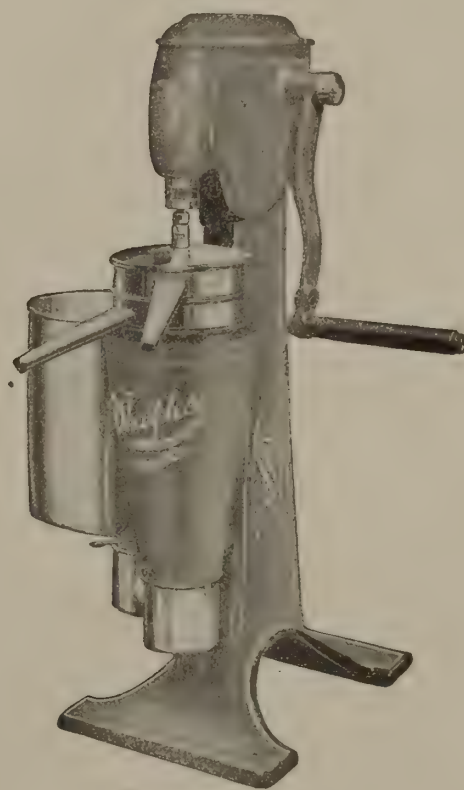
Sharples offers the dealer just what he is looking for—a separator with selling points that *convince*; discounts that mean more *profit* for the dealer; protection for the dealer in selling policy—and, as an *extra incentive*, a quantity bonus that brings a tidy sum. Order now and take advantage of Spring dating terms—extending payment until May 1st. Write nearest office *today*.

TORONTO, ONT. **The Sharples Separator Co.** REGINA, SASK.

*Sharples Milkers—Used on Half a Million Cows. The Best Milker Proposition for Dealers. Ask us.*

THE MITCHELL & MCGREGOR HARDWARE CO., Brandon, Man.

*Distributors for Manitoba*



#### The One and Only Separator

that skims clean at widely-varying speeds  
that delivers cream of unchanging thickness—all speeds

that skims more milk when you turn faster  
with just one piece in the bowl—no discs, easiest to clean

with knee-low supply tank and a once-a-month oiling system



## Case T. M. Co. Have New Branch Managers

The J. I. Case T. M. Co. desire to announce to the trade the appointment of five new branch house managers. These are all men who have been in the employ of the company for a long time and their advancement is in recognition of faithful and successful service rendered.

J. H. Keegan, who for the past twelve years has been the very

the Chicago branch. Mr. Shaw is a man of wide experience in the implement business. His first connection with the Case company was made in 1908 at the Greensboro N.C. branch. Here he was cashier. Later he was transferred to the sales department in the same territory, where he did excellent work and in 1911 he was sent to Amarillo, Texas,

first position was expert in South America, Paris and Odessa. Upon his return to America in 1909 he was placed in the sales department in the Kansas City territory. In 1915 he was made general collector for Canada with headquarters at Waynesboro, Sask. In 1917 he was transferred to Amarillo, Texas, as assistant branch manager, in which capacity he acted until his recent promotion.

W. H. Burgess has been ad-

C. T. Bishop is now branch manager at Denver, Colo. This man started with the Case Company in 1905 as a salesman in the Kansas City territory. Five years later he was appointed manager at Amarillo, Texas. He held this post until his recent promotion.

All of these men are well and favorably known throughout the trade, and this publication extends to each of them all the good luck they deserve in their new territories.



C. T. BISHOP



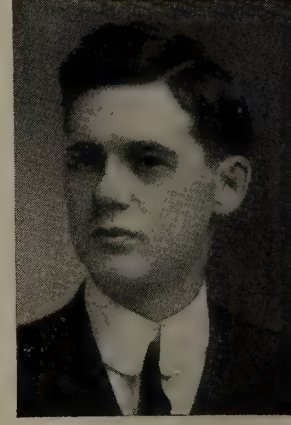
J. H. KEEGAN



W. H. BURGESS



C. E. KISER



C. B. SHAW

efficient branch manager at Chicago, Ill., has been promoted to bigger fields. He will assume control of the Des Moines, Ia., branch, which is one of the largest branches in the entire organization. "Jimmy," as he is affectionately known by his large circle of friends in the trade, is a hustler from the word "go." He is by reason of his long training, well posted on the Case line and will give a mighty good account of himself in his new territory.

C. B. Shaw will take charge of

as salesman. In 1914 Shaw was promoted to branch house manager at Nashville, Tenn. The training thus acquired made him a very valuable man to go to larger fields and so he was appointed assistant branch manager at Chicago in 1917 and is now the branch manager in charge of that office.

C. E. Kiser will assume the duties of branch manager at Amarillo, Texas. Mr. Kiser has been in the employ of the Case company for eight years. His

vanced to branch manager at Indianapolis, Ind. Up to 1908 Mr. Burgess was practising law in Missouri. In that year he joined the forces of the J. I. Case T. M. Co., as a collector in the St. Louis territory. He held this position for five years, at the expiration of which time he was made general collector at Atlanta, Georgia. In 1916 he was transferred to Nashville, Tenn., as assistant branch manager, and is now promoted to the office of manager at Indianapolis.

## Washing Machine Manufacturers Elect Officers

The second annual meeting of the American Washing Machine Manufacturers' Association was held in Chicago recently. At the concluding session the following officers were elected for the coming year: President, H. W. Eden, Brokaw-Eden Manufacturing Co., Alton, Ill.; first vice-president, H. W. Barker, 1900 Washer Co., Binghamton, N.Y.; second vice-president, R. D. Hunt, Dexter Co., Fairfield, Ia.; third vice-president, John Locke, Meadows Manufacturing Co., Pontiac, Ill.; treasurer, W. H. Voss, Voss Bros. Manufacturing Co., Davenport, Ia.

## Flour City Tractor Catalog

Kinnard & Sons Manufacturing Company, Minneapolis, Minn., has issued its 1918 catalog No. 23, showing the well-known line of Flour City tractors that have been on the market for some eighteen years. Interested dealers can obtain copies on request.

## No "Shut-Down" for Implement Plants

The National Implement and Vehicle Association has been officially notified by the Illinois Food Administrator of the receipt of a telegraphic order from the National Food and Fuel Administrations at Washington, authorizing the exemption from the Garfield "shut-down" order to all manufacturers of farm operating equipment.



## WHO SELLS TIRES AND TUBES IN YOUR TOWN?

Are you the foremost tire dealer in your community, or is somebody else getting the cream of the business? Have you sized up the demand for Quality Tires? The automobile is an essential, and the sale of this line is an essential business. For years the "Maltese Cross" Line, Tires, Tubes and Accessories, has stood every test of service and reliability. Don't experiment with unproven lines. Handle "Maltese Cross"—the line with a reputation from coast to coast.

**"MALTESE CROSS" TIRES, TUBES and ACCESSORIES  
BUSINESS-BUILDERS FOR THE DEALER  
KNOWN, LIKED AND ASKED FOR EVERYWHERE  
THAT MUCH EASIER TO SELL**

"Maltese Cross" Tires cost no more than ordinary tires, but in rugged quality, stamina and strength—in-built superiority—they supply a Dominion-wide demand. Built in Canada's most up-to-date tire factory, they give your customers the maximum in tire mileage, economy, value and durability.

"Maltese Cross" advertising, combined with "Maltese Cross" quality, which guarantees repeat orders, makes the "Maltese Cross" Line a mighty profitable proposition for the dealer. Branches everywhere; we guarantee prompt service. **WRITE THE NEAREST BRANCH**

**GUTTA PERCHA & RUBBER, LIMITED**

TORONTO :: CANADA

WESTERN BRANCHES:

Fort William  
Calgary

Winnipeg  
Lethbridge

Regina  
Edmonton

Vancouver

Saskatoon  
Victoria





# A Superior Separator at the Lowest Price Makes **MORE PROFIT FOR YOU!**

**T**HIS is the year of golden opportunity for the separator dealer. Farmers are buying cream separators *now* to meet the enormous demand for butter fats.

It is *your* chance to jump in and get your share of the separator business, with a better separator at a lower price—the **VIKING**.

## THERE'S LARGER PROFIT ON EACH VIKING SALE

You make a larger percentage of profit on each Viking sale, with less investment, in less time, than any other line you ever handled. For in the Viking you have a separator that is constructed of the very finest grades of steel and iron, skilfully built *in the largest separator factory in the world*.

### ONE MILLION IN USE ALL OVER THE WORLD

The merits of the Viking have received world-wide recognition. They are sold and used in all parts of the world.

The Viking has greater capacity, is sturdy and durable, easy running and simple to clean, and skims as close as any separator made. It is fully guaranteed. When you sell the Viking you are selling a separator, superior in every respect, yet low in price.

We help you sell the Viking with a complete advertising plan.

**WRITE IMMEDIATELY FOR FULL PARTICULARS**

# VIKING CREAM SEPARATOR

*Prompt Shipment from our Canadian  
Warehouses a feature of Viking Service.*

#### Representatives:

For Manitoba—JOHN WATSON MFG. CO., 311 Chambers St., Winnipeg,  
For Saskatchewan—BERT CONWAY, Box 33, Regina, Sask. [Man.  
For Alberta—CANADIAN WESTERN MFG. & SUP. CO., Calgary, Alta.





### The Process of Mechanical Milking

To understand thoroughly how to operate a milking machine, the first essential is a thorough knowledge of the milking processes in the udder of the cow. These processes are three in number, and they must function naturally and harmoniously to produce a normal yield of milk. The first is the secretion, or manufacture, of the milk in the mammary gland in the upper part of the udder. The second is the release of the milk through a great network of tubes, or milk ducts, into the milk reservoir just above each teat. The third is the extraction of the milk from the reservoir by external suction.

The first process, secretion, goes on constantly without any

voluntary action on the part of the cow. It is beyond her muscular control and beyond the control of the milker. But if for any reason the cow is uncomfortable or nervous, the secretion of the milk will not proceed normally; and if this condition were to be continued day after day it would show in a diminished yield of milk.

#### The Milking Function

The second process, release of the milk into the reservoirs, is under the control of the cow; and it is when she chooses to stop this process that she is said to "hold up" her milk. Between the mammary gland above and the milk reservoirs below there is a very complex system of tubes, or milk ducts. With countless branches at the top, like a tree, they gradually join forces and gain in size as

they approach the reservoir. But at the beginning of each branch there is a muscle, and the cow has the power of contracting these muscles and closing or partly closing the milk ducts as she wills. If she is comfortable and relaxed at milking time the ducts will remain open; but if the milking makes her uncomfortable or nervous she will hold up her milk entirely or give it down very slowly. This is especially true of cows giving a small flow of milk; the distension of the udder in heavy milkers calls for relief itself.

The third process, extraction, is at the control of the milker. But that refers only to the milk released into the milk reservoir, which holds at one time about a pint. When that is emptied no amount of "pulling" or suction will draw any more unless the cow chooses to keep her milk ducts open and let down the milk; and she will choose to do that only if she is comfortable and contented.

gallon, or 6.9c. per quart. At most he is selling it for 29c. per gallon, or 7.25c. per quart. The profit left to the farmer is very little over the value of the manure for his farm. In one investigation conducted on twenty-five dairy farms keeping on an average of 460 cows, the average profit per cow per year was \$8.23, while out of the twenty-five dairies 28 per cent reaped no profit whatever.

While 6,167 pounds of milk per cow per year may seem a small yield to some farmers, it is in reality a very good average, exceeding the average for Eastern Canada by 2,000 pounds. The farmer's remedy lies in increasing the average production of his herd.

#### Industrial Preparedness

Rebounding from three years and more of the most destructive and wasteful war of history, the world will plunge into a trade and economic contest in which forces will assume totally new alignments, when competition will be keener and stronger than ever, and when science and organization will play a leading part in any successful role. For this struggle Canada must gird up her loins and make ready her full equipment of preparedness. She has the advantage over many other countries in richness and abundance of resources, in geographical world position, in vigor of race and in robustness of intellectual and moral fibre, while hope, verging on pronounced optimism, is an abiding and stimulating force with our people.

In the two years of war activity our iron and steel manufacturers for instance have set aside much of their machinery used in peace times, and installed in its place machinery adapted to war purposes—have organized and co-operated and systematized for war work and in doing so have learned valuable lessons in accuracy of finish and regularity of output, and directive efficiency which should prove a valuable asset for the future. But in the process they have discontinued the old business and lost the old customers. Each manufacturer will have to seek business for himself—put back the old peace machinery or adapt the new war machinery to peace production and betake himself to the old peace methods of hunting up business, but then, let it be remembered, in an atmosphere hot with the keenest competition. Are we thinking out now what we will do then, and how we will do it?—Sir George E. Foster, Minister of Trade and Commerce.

#### The Cost of Milk Production and the Farmer's Profit

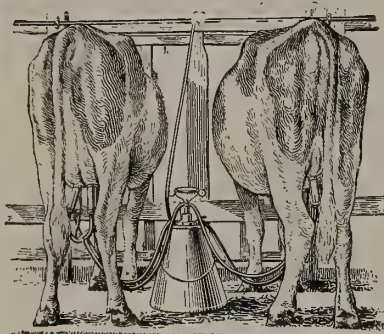
The principles of cost accounting used in manufacturing should be applied to agriculture, not that the farmer may always sell above cost, for at times he sells below cost, but that he may know that the average selling price will at least equal the cost and thus allow him to break even. Were the results of such cost accounting for the business of milk production known to the farmer as well as the consumer, the former would bestir himself to reduce his cost, while the latter, recognizing the narrow margin of profit upon which the farmer is working in producing a staple food product, would cease his blind criticism and be willing to pay a fair price for milk which is one of his cheapest foods.

To find the cost of milk production is no sinecure in accounting, because of the complexity of the conditions surrounding the industry, but the importance of the produce has led to many investigations with the following results:

The expenditure per cow, calculating feed, labor, interest and depreciation, interest, insurance, repairs and depreciation on building and equipment, losses, veterinary service, etc., come to a total of \$170.26 per cow per annum.

The receipts per cow, in milk, at 29c. per gallon, and manure available per head total \$202.84 per cow per annum.

Under the above conditions milk costs the farmer 27.6c. per



THE EMPIRE MILKER  
IN AN UP-TO-DATE DAIRY

### Your Cash Drawer and the EMPIRE Milker Pail

THE EMPIRE Milking Machine is famous for getting lots of milk into the EMPIRE Milker Pail—quickly, clean-

ly, and to the satisfaction of both the dairyman and the cows.

The EMPIRE is simple and dependable, and has been adopted by the foremost dairying authorities in Canada, including The Central Experimental Farm, Ottawa, Ontario; Nova Scotia Agricultural College, Truro, Nova Scotia; McDonald Agricultural College, Ste. Anne de Bellevue, Quebec, etc.

It is because EMPIRE Milking Machines are famous for serving dairymen that the EMPIRE Line is so highly valued by implement dealers throughout Canada and the United States.

EMPIRE Milking Machines are just as proficient in putting dollars into the dealers' cash drawers as in making profits for users. The satisfaction of their users insures big profits to EMPIRE dealers.

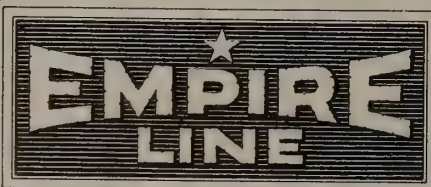
**Ask W. N. Robinson to Help You**

Mr. W. N. Robinson has had a wealth of experience in selling a variety of goods to Canadian Farmers and Dairymen. He spends all his time in Western Canada. His services are yours when you become an EMPIRE Dealer. Write us at once to send W. N. Robinson to see you. He'll come on the run.

We offer to EMPIRE dealers the most complete selling help that can be devised—a big advertising campaign, booklets, signs, etc., for local distribution, and the personal selling assistance of expert EMPIRE Salesmen.

EMPIRE dealers have the complete co-operation of the big EMPIRE organization.

We still have places for a few new dealers—and we have a mighty attractive contract to offer—but act quickly. Write to-day, asking us to send the EMPIRE man to see you.



Milking  
Machines

Cream  
Separators

Gasoline  
Engines

**EMPIRE CREAM SEPARATOR COMPANY**

MONTREAL, QUEBEC

TORONTO, ONTARIO

WINNIPEG, MANITOBA



EMERSON

BRANTINGHAM

THE

LINE

FARM

MACHINERY

## Sell Engine Plows that Save the Fuel and Increase the Yield

**A** TYPE for every soil, a size for every tractor—mouldboard and disc. The E-B line of engine plows gives you the inside trade on tractor sales, because they help the tractor make good.

The wheels carry the weight and side pressure on furrows, decreasing the draft and saving the fuel. The mouldboard plows are equipped with E-B quick detachable shares, removed or replaced in four seconds. Sharp shares increase the yield.

Adjustable set of disc blades insures maximum efficiency in varying soil conditions. Get the E-B proposition. Write today.

**EMERSON-BRANTINGHAM IMPLEMENT CO., INC.**

*Good Farm Machinery Established 1852*

**Regina, Sask.**

EMERSON

BRANTINGHAM

THE

LINE

FARM

MACHINERY



**E-B (Emerson)  
No. 102 Power  
Lift Plow**

Lighter draft — wheels always carry weight of plows. Large 24-in. front furrow wheel — runs at an angle — carries side pressure of cutting share and mouldboard. Controls width of furrow — saves operator need of driving to exact line. Equipped with E-B quick detachable shares



**E-B No. 104  
Self-Lift Plow**

Built extra strong — entire weight carried on 3 wheels. Cuts clean 3 feet wide — equipped with 4 or 5 discs — leaves no scallops in bottoms of furrows. Discs quickly adjusted to any soil.



## The Dealer's Opportunity

Never in the country's history has the obligation to render actual and helpful service to his trade been so incumbent upon the retail implement dealer as now. It is self-evident that the dealer should perfect himself in his familiarity with his entire line, and personally instruct and help the farmer in setting up his machinery, after assisting him in selecting the kind that is particularly suitable for his soil, and in this manner materially assist in substantially increasing the raising of farm products for the benefits of our country and its Allies, in their present gigantic effort to protect us against the military autocracy of our foes.

A real opportunity at present exists for the implement dealer to exercise real business acumen by firmly discouraging the purchasing of anything special in construction, in the interests of standardization and economy, and maintaining his legitimate prices for machinery furnished, including services courteously rendered, along the lines indica-

ted, in addition to abolishing the unbusinesslike open book account, and substituting therefor, either cash settlement in full or its equivalent in the form of an interest-bearing promissory note or trade acceptance, at time of delivery, thus enabling him properly to finance his business by instantly realizing thereon, through his bank.

A few ways in which the retail implement trade can help out in these times of stress are as follows:

First—By the dealer carrying an adequate supply of implements and by trying to avoid any excess; for if there is to be any shortage of implements, it is best for the country that every implement manufactured should reach the farmer and be put into active use in the fields.

Second—It is highly important that dealers advise the farmers in the direction of buying machines that enable them to cultivate and harvest the greatest number of acres with the smallest amount of labor. This naturally means the use of more large sized machines

and the use of tractors and other tools whereby each man on the farm can do a greater amount of work each day.

Third—Owing to the great demand for the products of the farm and the high prices ruling for these products, this is the golden opportunity for the dealer to improve his sales and collection methods by either selling for cash or taking note settlements or acceptances at time sales are made. There never will be a better opportunity for the dealer to educate his customers than the present.

Fourth—This is the time for dealers to inject into their own businesses better business methods by first educating themselves and their own forces, as well as the farmers, in the operation of the machines that they buy; also by checking up carefully the prospects in their locality and seeing to it that every farmer in their vicinity is urged to work his farm to the limit, thereby rendering a great service to the nation as well as to himself.

### The Matter of Collecting

As regards collecting the dealer is often afraid to press his customers for money that is due lest he lose their trade. In a small town district he doesn't care to arouse the enmity of friends who are also customers, for business in such territory is often largely a matter of personal liking.

As a matter of fact, few merchants lose trade of any consequence simply because they are good collectors. However much he may bluff and grow indignant, down in his heart the debtor who is asked to pay knows he is wrong and that his cause is weak. Moreover, he has greater respect for the dealer who calls his bluff and demands the money than for the one who is "easy" and falls for it.

In the last analysis, the basis of good collecting is a matter of moral courage more than anything else. It is the kind of courage that stands up for what is due you for no other reason than that it is due you, and is yours by right.

But after all has been said, the merchant usually has to pay his bills more promptly to the jobber or manufacturer than he can expect to collect from his own customers, especially in the country trade. Besides, if he is wise, he takes advantage of every cash discount instead of letting his bills run the time limit. Otherwise he is actually losing money by not being able to take advantage of these opportunities.

There is here, therefore, the

gap between the proportionate amount of money the merchant has to pay for his goods and the money he receives for them when sold, as far as the element of time is concerned. In other words, if he is starting in business he will need a certain amount of ready money beyond that invested in his stock of merchandise and fixtures, and beyond that needed for expenses to meet his obligations to the jobber and manufacturer from whom he buys, pending the time when he will get the money due him for goods sold. In time he may accumulate this as a surplus in the way of profits earned, but in the beginning it will have to be raised somehow.

There are new ventures, such as developments and the taking on of new lines, which attend every growing business and which require money. One way to raise the money is by means of good merchandising. There are several angles to this solution. For instance, keeping your stock down by not over-buying (thus turning the stock often) is possibly one of the best and most effective of any of the methods.

### Ordering Goods Early

At this season the dealer is well advised to point out to the customer the advisability of not putting off purchases until the machine is actually required. Authorities agree that prices will not be lower. Transportation is slow and many dealers fearing retrenchment are not laying in their usual supplies. If orders are sent in early the manufacturer can more closely gauge the demand for the number of machines of any specific type required. He can ship sooner and relieve the freight situation later in the year. Every farmer should be impressed with the necessity of going over his machine equipment, listing all the repair parts needed for the machines he will use in the months ahead. Let them compile such a list and let the dealer have it—of broken parts, worn parts and parts where breakage is possible. If the parts are on hand he can get them; if not an order should be placed at once, so that the parts may be procured in good time. These are no times for waiting until a machine breaks before you order repairs. Tell the customer this.

Only by constant study of the field, detailed analysis of existing conditions, and persistent application of development principles, can a salesman become really valuable or so remain even when once established.

### PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work. We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.  
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL  
Phone 607

19-6th Street Brandon, Man.

### THE GILSON AGENCY

will increase your business, your prestige and your profits—will insure the patronage of the better class of farmers—the customers worth while.



GILSON  
TRACTORS THRESHERS  
ETC. ENGINES GRINDERS

Write to-day for the Agency in your locality

Gilson Mfg. Co. Limited

303 O'wena St. Winnipeg, Man.

MAX

## GASOLINE AND OIL BARRELS

Shipping  
Storage  
Half



A quick moving specialty that is in good demand at this season. Write to-day for full particulars and prices.

ORDER A BARREL FOR DISPLAY PURPOSES

Winnipeg Ceiling and Roofing Co., Limited

Makers of Max Stock Troughs, Waggon Tanks, Oil Barrels, etc.

P.O. Box 3006 F.I. 118

Winnipeg, Man.



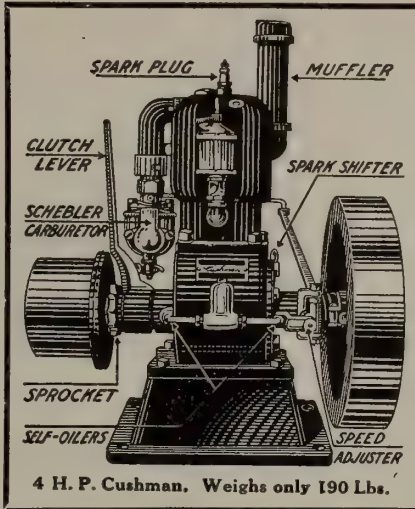
# THE CUSHMAN LINE

## Maintains Business Leadership for the Dealer Cushman Light Weight Engines, 4 to 20 H.P.

Cushman Engines weigh only one-fifth as much per horse-power as ordinary farm engines, but are so well designed and built, so carefully balanced, so accurately governed, that they work more steadily and quietly than any other engine. The Cushman is the modern farm engine.

### Built Light—Built Right

The 4 h.p. Cushman weighs only 190 lbs., the 8 h.p. only 320 lbs., the 15 h.p. only 780 lbs., and the 20 h.p. only 1,200 lbs. Cushman engines are used on the famous Cushman combination threshing outfits. They are equipped with Throttle Governor and Schebler Carburetor; 4-cycle, water cooled, with friction clutch pulley. Many dealers are selling from 15 to 50 Cushmans a year in addition to their heavy engine business.



4 H. P. Cushman. Weighs only 190 Lbs.

The farmer wants an engine he can move around easily and put to work anywhere. Cushman Engines are built to do many jobs in many places. They operate grain binders, potato diggers, manure spreaders, etc. The 4 h.p. Cushman saves a team on the binder and does all ordinary work.

### The One Perfect Binder Engine

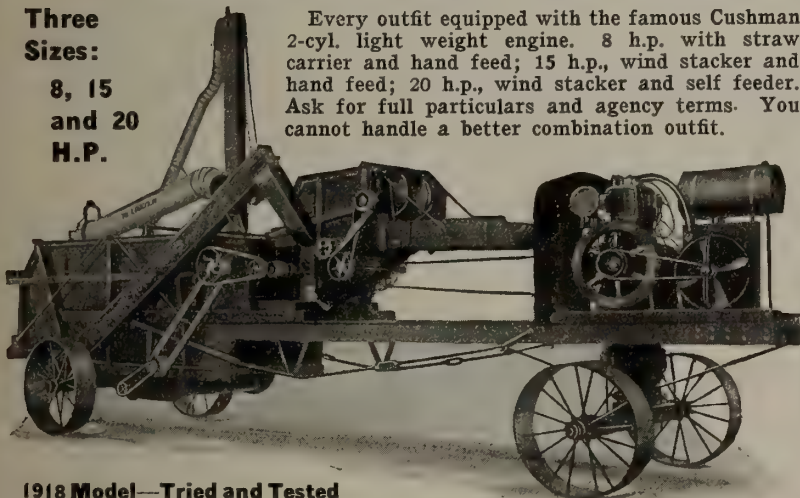
For heavy grinding, driving small separators, etc., or for any power from 3 to 9 h.p., the 8 h.p. Cushman especially appeals to the farmer. Very economical, for Cushman engines receive just enough fuel to take care of the load at that moment on the engine. Result is uniform speed and maximum power. Not cheap engines, but cheapest for your customers in the end. Get the Cushman agency for 1918.

## Sell Cushman Light-Weight Combination Threshers

Three Sizes:

8, 15  
and 20  
H.P.

Every outfit equipped with the famous Cushman 2-cyl. light weight engine. 8 h.p. with straw carrier and hand feed; 15 h.p., wind stacker and hand feed; 20 h.p., wind stacker and self feeder. Ask for full particulars and agency terms. You cannot handle a better combination outfit.



1918 Model—Tried and Tested



### The Automatic Grain Pickler

The only machine of its kind in use. Handles grain at the rate of 135 bus. per hour. Light in weight; strongly built; perfect in action; low in price. Fully guaranteed. Weight of grain operates the machine. The kernels are thoroughly soaked, turned over and treated.

### "Klean Kwick" Vacuum Washers

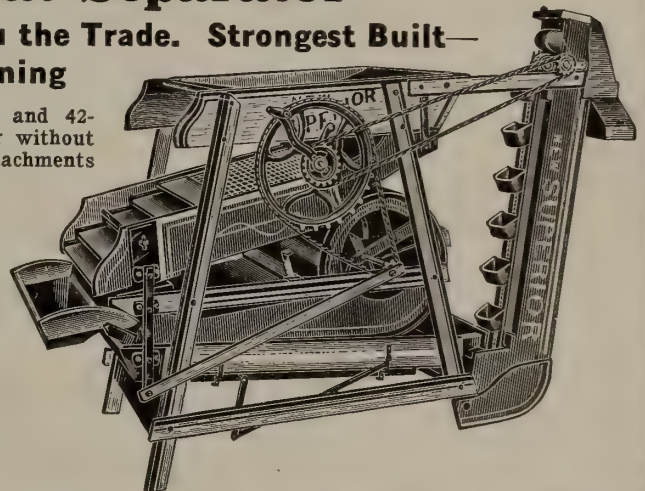
We handle a full line, hand or power. The most efficient washers made. Increase your profits by selling the Klean Kwick in your district. Write for particulars.

## The Lincoln "New Superior" Wild Oat Separator

Will Get You the Trade. Strongest Built—Easiest Running

Made in 24, 32 and 42-inch sizes, with or without bagger. Power attachments supplied if desired.

Patented adjustable windboards give perfect control of blast; our special sieves eradicate all wild oat seed. Strongly built and bolted; has greater capacity and does better work than any mills of similar sizes.



## Lincoln Smut Cleaners

Ensure Clean Seed and Big Yields

Sold on a positive guarantee to prevent smut. No. 3 handles 30-50 bus. per hour; No. 4, 50-75 bus. The Lincoln separates smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

MADE IN  
TWO  
SIZES:



Write  
for  
Prices  
and Full  
Particu-  
lars

Hundreds of dealers have increased their sales and prestige through the CUSHMAN Agency. Let us tell you about our line and the added profits it will bring you.

## CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

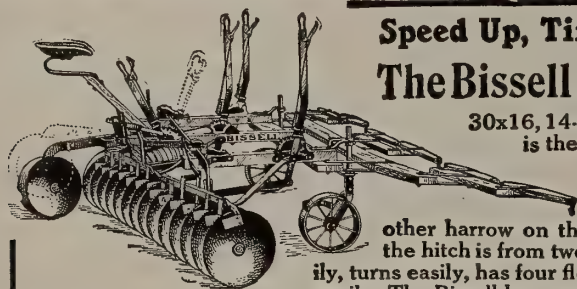
Exclusive Selling Agents for: Combination Threshing Outfits—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—Mountaineer and Little Giant Neck Yoke Centers



## A Farm Implement Act for Manitoba

Following the steps of legislation in Alberta and Saskatchewan a bill has been placed before the legislature of Manitoba, which is entitled "The Farm Implement Act." The terms of this Act, which was brought in by W. H. Sims, the member for Swan

River, is largely based on the existing Acts in force in the two provinces to the west, with possibly an admixture of the most potent features originally embodied in their farm machinery legislation. The bill has been left over until next session.



### Speed Up, Time Is Money! The Bissell Disc Harrow

30x16, 14-ft. wide, six-horse hitch is the implement to buy. It will do better work and cover more ground than any other harrow on the market. Note that the hitch is from two points. It runs steadily, turns easily, has four flexible gangs, and rides easily. The Bissell has great business capacity.

other harrow on the market. Note that the hitch is from two points. It runs steadily, turns easily, has four flexible gangs, and rides easily. The Bissell has great business capacity.

Write any branch of the John Deere Plow Co., Ltd., addressing Dept. E

Manufactured  
Only by the

**T. E. BISSELL CO., Ltd., Elora, Ont.**

90A

This Act in Manitoba, as drafted, defines implements as "large" or "small," and applies to any implement or machine with a selling price of \$50 or more. Large implements include traction and portable engines having a capacity of at least 5 horse power; separators, engine plows and engine discs. Small implements include mowers, binders and other implements. Vendors are required to file annually a list of the large or small implements they have for sale, with full descriptions, horse powers and horsepower requirements. Such lists must contain retail prices of the machines on cash or credit terms, also the usual length and terms of credit and the rate of interest charged on time payments. Lists of all repairs for both large and small implements must be filed, giving cash selling price of

repairs and the places in the province where they may be purchased.

No repair shall be sold at a higher cash price than that filed, under a \$25 penalty, which will require some attention in the setting of prices on repairs filed—whether prices to dealer or farmer. Lists must be filed as required under a penalty of \$5.00 for every day default continues.

### Contract Forms Drafted

For sale of large implements contracts must be on a special form "A"; for small implements sold on credit, form "B," both of which are appended to the draft of the Act. Second-hand implements are sold on contract form "C." As in the Saskatchewan Act, in the event of the purchaser, not being able to read, the contract must be read over and explained to him in a language he understands before it is signed by him, which should in many cases necessitate the assistance of an interpreter in dealing with foreign born farmers.

The vendor has to give an affidavit to the effect that this procedure has been followed. Payment to any agent of a company is deemed to be receipt by the vendor of machine. Repossession and resale evidently does not apply in the case of binders, which are embodied by section 23 of the Act, as large implements and binders must be appraised for value by agreement or by arbitrators appointed, as is the case under the Saskatchewan Act. Such arbitration values the machine at the place of repossession.

As in the Saskatchewan Act, the purchaser can reject a whole outfit if one unit of the outfit, though bought at a different time, does not prove up to the warranty given. Where earnings of large implements, such as tractors or separators are assigned, the vendor must give written notice that he claims such earnings, which shall be 25 per cent of earnings on the particular job. A lien is provided upon grain threshed, as the thresher has under the Threshers' Lien Act. All contracts must comply with the terms of the Act as outlined, and the vendor is responsible for the representations of his agents.

### Contracts for Large Implements

In the case of large implements the contract drafted asks for warranty as regards construction and efficiency when properly used. Ten days' trial is given, purchaser to give notice in writing within that time if machine is defective. The vendor has eight days in which to put the machine in proper order, or purchaser may reject machine and demand reimbursement. If failure is due to lack of

# Attention, Dealers!

## BERT CONWAY LINES:

Carriages Wagons Sleighs Cutters

Harness Cream Separators Stoves

Ford Commercial Bodies

### COMPRISING:

Conway Line	-	-	-	-	-	-	-	Buggies
Munro & McIntosh Line	-	-	-	-	-	-	-	Buggies
Heney Harness Company	-	-	-	-	-	-	-	Harness and Blankets
Woodstock Wagon Co.	-	-	-	-	-	-	-	Wagons and Sleighs
Swedish Separator Co.	-	-	-	-	-	-	-	Viking Cream Separators
Beckwith Company	-	-	-	-	-	-	-	"Round Oak" Stoves and Furnaces
Ford Commercial Bodies in all Types								

*Large Complete Stocks of above carried in Regina*

**Send for Catalogue and Price Lists**

These Lines are Handled in Saskatchewan Exclusively by

**BERT CONWAY**

Box  
33

**Regina, Sask.**

Corner Albert and South Railway Sts.



skill on farmer's part, the latter must pay the vendor expenses for time and trouble incurred. The warranty shall cover parts for one year, if defective in workmanship or material, while repairs for machine must be procurable in Manitoba, at a specific place, for a period of **ten years** from date of order. Engines must be warranted to deliver rated horse power continually and must be warranted to drive a separator of a size and make stated in contract.

In the warranty for plowing, it looks as though a land inspector would be necessary, for the engine must be warranted to handle so many plows of a size given, in soil to be carefully specified, and at stated depths for breaking or stubble. Further, the seller must send an expert to start outfit and instruct purchaser in its operation. Purchaser must insure the machinery against fire in favor of vendor.

With a separator express warranty must also be given, and that it can be driven to full capacity by an engine of power quoted upon land, description of which must be inserted. We cannot very well see how the land, if passably level, will affect the driving or capacity of the separator—but so reads the suggested contract.

#### Contracts for Small Implements

The guarantees in the case of small implements call for the usual requirements as regards defects in material or workmanship. Replacements will be free of charge if broken parts are returned to vendor before November 1st following date of purchase. If in two days' trial the machine fails to do the work, written notice must be given to the agent and reasonable time allowed to remedy defects. Recollect, dealers, this point of written notice of defects applies to both large and small implements. Necessary spare parts for small machines must be kept by vendor at a point in Manitoba for a period of **ten years** from date of order.

In the case of small implements delayed in delivery through no fault of vendor, no damage can be claimed by purchaser. Interested dealers in Manitoba should procure copies of this Act from the King's printer, Winnipeg. The suggested legislation has not as yet become law, and strenuous opposition has been raised regarding some of the features in the Act, which, as drafted, will require as careful amendment as the Saskatchewan Act before it fully performs the purpose for which it is intended. In effect it is but a repetition of the legislation which already has done so much

to hamper the implement industry in the Canadian West; yet if it makes cash settlement more common, it may be of some ultimate good. As originally drafted its discrimination against certain interests is obvious, with the resulting bias toward other interests also selling farm machinery.

#### Tractor and Thresher Repair Service

At a recent meeting of the tractor and thresher repair men in the National Implement and Vehicle Association, considerable discussion took place and plans were made to make repair departments even more efficient so that quick production and distribution of spare parts should result.

In order to arrive at a satisfactory basis for estimating the re-

pair demand this season, many manufacturers have studiously compiled comparative figures covering past years, both prior to and since the beginning of the war. Allowances have been made to cover the increased demand for repairs that will develop when farmers increase their operations. The repair men at the factories realize that a day's loss of time among the thousands of farmers occasioned by delay in obtaining repairs may be avoided.

#### Competition an Incentive

Competition? Why say, competition is the greatest business getter there is in the world. You want a competitor who will draw trade for twenty miles; a man who has a clean store and a clean stock; a man who gives the farm-

ers service, and who has a bright store and bright shelves. You want a competitor that draws such a crowd when he advertises something special for a day, that the crowd will overflow into your store when they cannot get service at his place as fast as they would like it—and the chances are his influence will make you a better merchant—you will have to get busy and brighten up your store and put in a better stock and do better advertising, and it will all increase your business accordingly. The competition makes you be a better merchant because you have got to keep up with him or go under.

Some travelers have to wait until a dealer begins biting himself in the neck before they realize that he's getting angry.

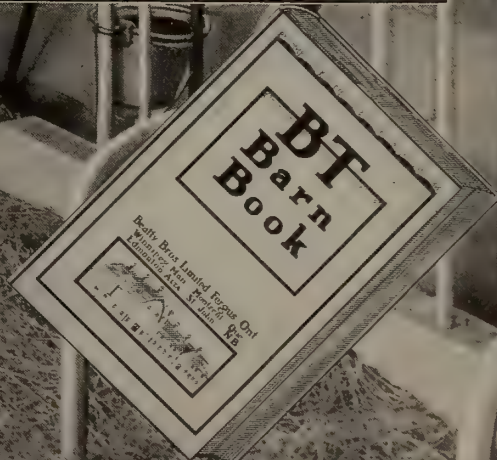
## Maximum Profits

Are your profits at a maximum point or do they stay at a minimum? There is more money for you in selling a steel stall job like this than there is in selling several binders. Why not sell the goods that produce the greatest profit? Thousands of dollars' worth of steel stable equipment are sold every week in Western Canada. It is your privilege to get a percentage of these sales, if you handle BT Steel Stable Equipment.

### Get the BT Barn Book

Upon application we will send you our new 352-page barn book together with full particulars for sole agency in your district. We send this big book to all our agents' prospects and send our salesmen to help our dealers close their sales. We want good live agents to handle BT Steel Stable Equipment in every Western town. Write at once to

**BEATTY BROS. LIMITED Dept. G332**  
WINNIPEG, MAN. EDMONTON, ALTA.





## Tractors Below \$1,400 Duty Free

Under the War Measures Act the Dominion Government on February 7th decided that tractors under \$1,400 in value be admitted entry into Canada duty free. The duty has been 25 per cent, or about \$200 on an \$800 machine. The Department of Trade and Commerce at Ottawa, in a communication to Canadian Farm Implements, states that the Order-in-Council reads as follows:

"During the period of one year from the seventh day of February, 1918, remission and refund of duty is hereby authorized in respect of traction engines costing not more than one thousand four hundred dollars in the country of production designed to be moved by steam or other motive power for

farm purposes and parts thereof for repair; and traction attachments designed and imported to be combined with automobiles in Canada for use as traction engines for farm purposes and parts thereof for repair."

In connection with this important announcement the Dominion Customs Department states:

"In order to expedite importation and delivery of the above articles, they may be entered at the custom house as free of ordinary duty and war tax, on the usual form of entry for home consumption (B-1) until the 8th February, 1919. The articles should be set forth in the entry in the words by which they are above described."

Several resolutions have been

sent to the Minister of Agriculture and Customs urging that tractors, brought in by dealers prior to the removal of the duty and on which the duty has been paid, should have the duty on them remitted, providing the tractors have not been sold.

The decision of what constitutes "fair market value" on a tractor may have some effect in the entry of machines of which the cost price in the States is nearly \$1,400. At present the tractor market is in a peculiar position, many machines having been bought and received at the old prices which tends to cause financial loss to the importers. Without doubt the result of this removal of duty on light tractors, which will affect about 80 per cent of all machines sold will lead to a greatly increased demand for tractors this year.

A press report from Ottawa, under date of February 20, states that:

"There will be no modification in the order placing tractors on the free list, complaints from Canadian companies notwithstanding; neither will any compensation be given to the various tractor agencies because of the purchase by the government of tractors from the Ford company at cost.

"The order was promulgated for the purpose of increasing production and expires in a year's time. It applies only to tractors of a value not exceeding \$1,400."

### The B. T. Barn Book

We are in receipt of the 1918 edition of the B.T. Barn Book, issued by Beatty Bros., the well-known barn equipment manufacturing concern of Fergus, Ont.

Comprising over 350 pages and profusely illustrated with fine half tone engravings, the B.T. Barn Book is without doubt the most complete publication issued in its particular line. A series of blue prints give many valuable plans for barn layout, an exterior view of each barn being shown as well as the plan.

Full instructions are given in the design and construction of barns. Framing, roof, windows, installation or equipment, design of mangers, gutters and stalls, are of especial interest to the farmer who intends to build. This splendid book is divided into sections which cover the following features:

Barn plans and barn erection; galvanized steel cow stalls; sanitary steel pens; water bowls; tanks; horse stable fittings; manure and feed carriers; hay carriers; barn door track; railing for drive, barn scraper and manger cleaner; hog pens and troughs. In closing, a very fine illustrated article shows and describes the Beatty factories.

Beyond its personal viewpoint this book is a very valuable compendium on modern sanitary barn construction. It contains a wealth of information on the subject, and should be of exceptional value to all live stock farmers. Every dealer should find the B.T. Barn Book a valuable acquisition to his files, where for reference purposes he will find it of the greatest use. The company advise us that a copy will be sent readers of Canadian Farm Implements who will mail their name and address to Beatty Bros., Fergus, Ont.

Keep a close eye on your competitor, of course, but keep a closer eye on his competitor—yourself.

H  
E  
R  
O



Three Sizes:  
24, 32, 48 inches

"HERO"  
Fanning Mills  
will get you the  
Trade in 1918.

H  
E  
R  
O

## ORDER YOUR SUPPLY NOW

Hero Fanning Mills are strongly built, easily driven and have a capacity of from 40 to 80 bushels of wheat per hour. They have exclusive patented features found in no other mill; glazed cambric curtains remove all wild oats from barley and wheat. The Hero is built in three sizes, for hand or power drive. Standard equipment includes five sieves and six screens; 8 and 10-ft. baggers supplied if desired. Their fine reputation, wonderful efficiency and reasonable price makes the Hero mill a business-builder for the dealer.

*Every Mill is sold on a positive guarantee, and despite the phenomenal demand we guarantee delivery of all mills sold. The Hero cleans and grades the grain better than any other mill sold. There is but one Hero Mill—and we sell it only through the retailer. See our traveller, or write us—to-day.*

Manufactured and Guaranteed by the HERO MANUFACTURING CO., LTD.  
Exclusive Sales Agents for Western Canada

**D. Ackland & Son, Limited**

Calgary  
Edmonton



65-68 Higgins Ave.  
Winnipeg



**The John Deere Catalog**

We are in receipt of the 1918 catalog "B" of the John Deere Plow Co., Limited, comprising the branches of the company at Winnipeg, Regina, Saskatoon, Edmonton and Lethbridge. Containing over 300 pages, 10x6¾, this is a very nicely arranged and well compiled publication.

Throughout the typographical work is of exceptionally high quality, fine half-tone illustrations showing the various machines, while several color plates further embellish the catalog.

A handy index facilitates the location of the various types of machines handled and manufactured by the company, the whole arrangement of the catalog

throughout being exceptionally good, the technical description being terse and to the point. A few of the lines shown in this complete catalog are as follows: Plows—both horse and tractor; binders, mowers, rakes, hay tools, cultivators, harrows, grain drills, discs, manure spreaders, saw frames, wagons, trucks, grain grinders, fanning mills, roller

crushers, etc. We feel sure that Deere dealers will find the new catalog of the greatest value in the sale of the Deere lines. It is certainly the finest yet issued by this well-known farm machinery organization. Interested dealers can obtain a copy by writing the nearest branch of the company.

Have you a prospect list?



ASPINWALL POTATO PLANTER No. 3



Aspinwall Double Cylinder Sprayer No. 27

## Aspinwall Potato Machinery

STANDARD THROUGHOUT THE WORLD

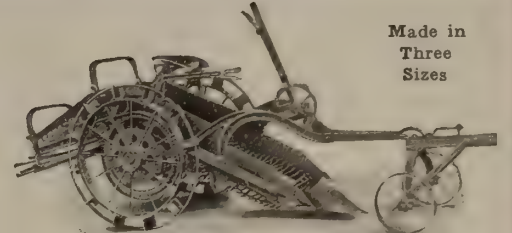
Cutters Planters Sprayers  
Diggers Sorters

Absolutely the best for the purpose intended

ASPINWALL CANADIAN COMPANY, LTD.

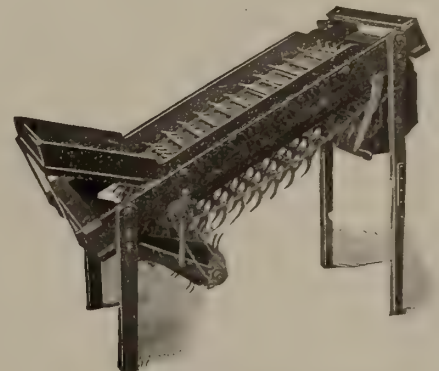
GUELPH, ONTARIO, CANADA

World's Oldest and Largest Makers of Potato Machinery



Made in  
Three  
Sizes

ASPINWALL ELEVATOR DIGGER



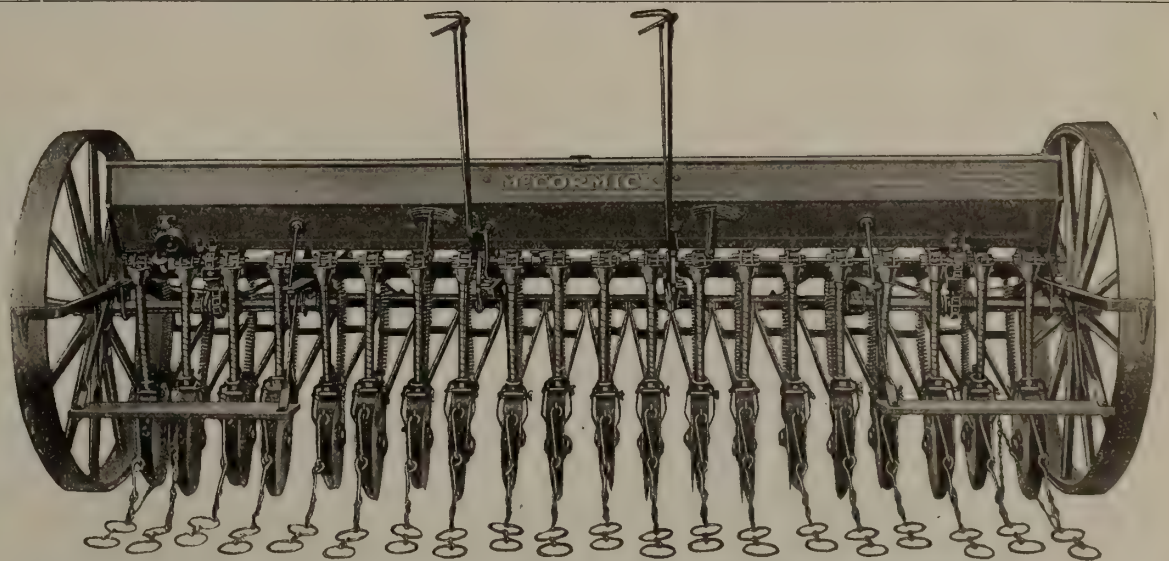
ASPINWALL POTATO SORTER

## SELL McCormick DRILLS

Big Sellers for 1918

**I**N these war months, with wheat selling at exceptional prices, and other crop prices in proportion, **McCORMICK** drills are being relied on in every grain-growing section of the country to produce the necessary crop increases.

The call for these reliable machines is growing and insistent. Careful field tests at government experiment stations have proved over and over again that good drills—planting the correct amount of seed at the proper depth—add from 4 to 10 bushels to the yield per acre, over broadcasting and poor drilling. Investigation wherever good farming is practised in Canada, will show **McCORMICK** drills at the forefront in correct construction and in popularity.



∴ POINTS THAT WILL SELL MANY DRILLS ∴

1. The present demand for big crops.
2. The fact that these drills have long been making good—on your own territory.
3. The convincing features in the feed and action of these drills.
4. The fact that we enable you to suit any soil, crop or particular demand with single disk, double disk, shoe or hoe, of the popular sizes, and with any attachment.
5. Our carefully planned mailing campaign, by which we arouse the interest of farmers on your own list of drill prospects and make it easy for you to clinch the sale of drills to them.

This is the last call for thorough preparation to sell **McCORMICK** drills for the growing of 1918 crops. Make sure now that you have arranged for enough drills to meet your requirements. Write to the branch house nearest you—NOW!

## International Harvester Company of Canada, Limited

BRANCH HOUSES

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.;  
Winnipeg, Man.; Yorkton, Sask.  
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



### E-B Military Tractor Schools

A very interesting series of military tractor schools held at the Emerson-Brantingham plant at Rockford, Ill., has just been completed. One hundred and forty officers and enlisted men from the 333rd Heavy Artillery from Camp Grant, commanded by Col. Cook, were divided into three squads and given a day's instruction each.

F. W. Gigax, who has been managing the E-B tractor schools for farm tractor operators for the past three months, had active charge of the schools and gave the general talks on tractor work. He was ably assisted, however, by W. G. Clark, chief engineer of the Wilcox-Bennett Carburetor Co., who gave detailed talks on carburetion. R. E. Day, service engineer for the K.W. Ignition Co., who gave instructions on ignition, and H. C. Steel, E-B service engineer, who gave talks on lubrication and other subjects incidental to tractor operation.

Officers from Camp Grant who had the opportunity to attend the schools were highly pleased with the methods used and decided to pattern their own schools after them. Emerson-Brantingham Co. have offered to assist them by the loan of a tractor, tractor parts and other equipment.

Unusual interest was displayed by all the students, owing to the fact that all the U.S. Heavy Artillery is to be motorized, and the

instructions given by the experts of the E-B school was of a nature that would prove valuable when they get in active duty over there.

### U.S. Government Sets Binder Twine Prices

On Feb. 28 the Food Administration of the U.S. Government announced the maximum advance over cost of sisal fibre which may be charged by binder twine manufacturers. The scale is based on a value of 19c. per pound for sisal fibre, although this fibre has recently been quoted at 19¼ and 19½c. The following is the maximum advances for the twines indicated:

Standard and sisal, 500 ft., carload lots, 4 cents above sisal fibre cost, or .....	.23
From 10,000 to 20,000 lbs., 4½ cents fibre, or .....	.23½
All amounts to carry an allowance of not more than 4¼ cents, or per lb. maximum .....	.23¼
550 ft. twine, 1¾ cents above price of standard twine, or a maximum of .....	.25
600 ft. twine, 3 cents above standard, maximum ....	.26¼
650 ft. twine, 4½ cents above standard, maximum .....	.27¾
Pure manila, 650 ft., not more than 6 cents per lb. above price of standard or maximum .....	.29¼
All prices are f.o.b. factory.	

At these prices the wholesale price as at Winnipeg, allowing maximum advance in each twine would approximate as follows:— Standard and sisal, 500 ft., 23½c. in carload lots; small lots, 23¾c. and 23⅞c.; 550 ft. twine, 25½c.; 600 ft. twine, 26⅞c.; 650 ft. twine, 28¾c. Pure manila, 650 ft., 29⅞c.

### Obituary

We regret to report the death during February, of Mrs. Fred J. Weed, wife of Fred J. Weed, manager of the Winnipeg branch of De Laval Company, Ltd. The deceased lady had been ill for almost a year, and for the last four months had been confined to bed. She had been resident in Winnipeg for 17 years. The late Mrs. Weed was a woman of singularly strong personality and broad sympathies, and was a practical helper in every charitable movement. Many organizations in church and social life will miss an untiring worker and warm friend. Interment took place at Troy, N.Y. His many friends throughout the West will join with us in extending Mr. Weed our sincere sympathy on his sad bereavement.

### Manitoba Motor League Does Good work

Owing to representations by the Manitoba Motor League, there will be no increase in license fees for cars and trucks

this year. A proposal to raise the licence fee to 75 cents per horse power was defeated owing to the efforts of the league. Had the proposal gone through the licence on a Ford car would have cost \$16.50. According to recent Manitoba legislation number plates must now be used three years instead of one; dealers' licence plates will cost \$5.00, but are good for three years. All cars must be equipped with non-glare lenses. The use of a spot light is not allowed, and auto-ists will have more protection as regards the speed limit in crossing culverts.

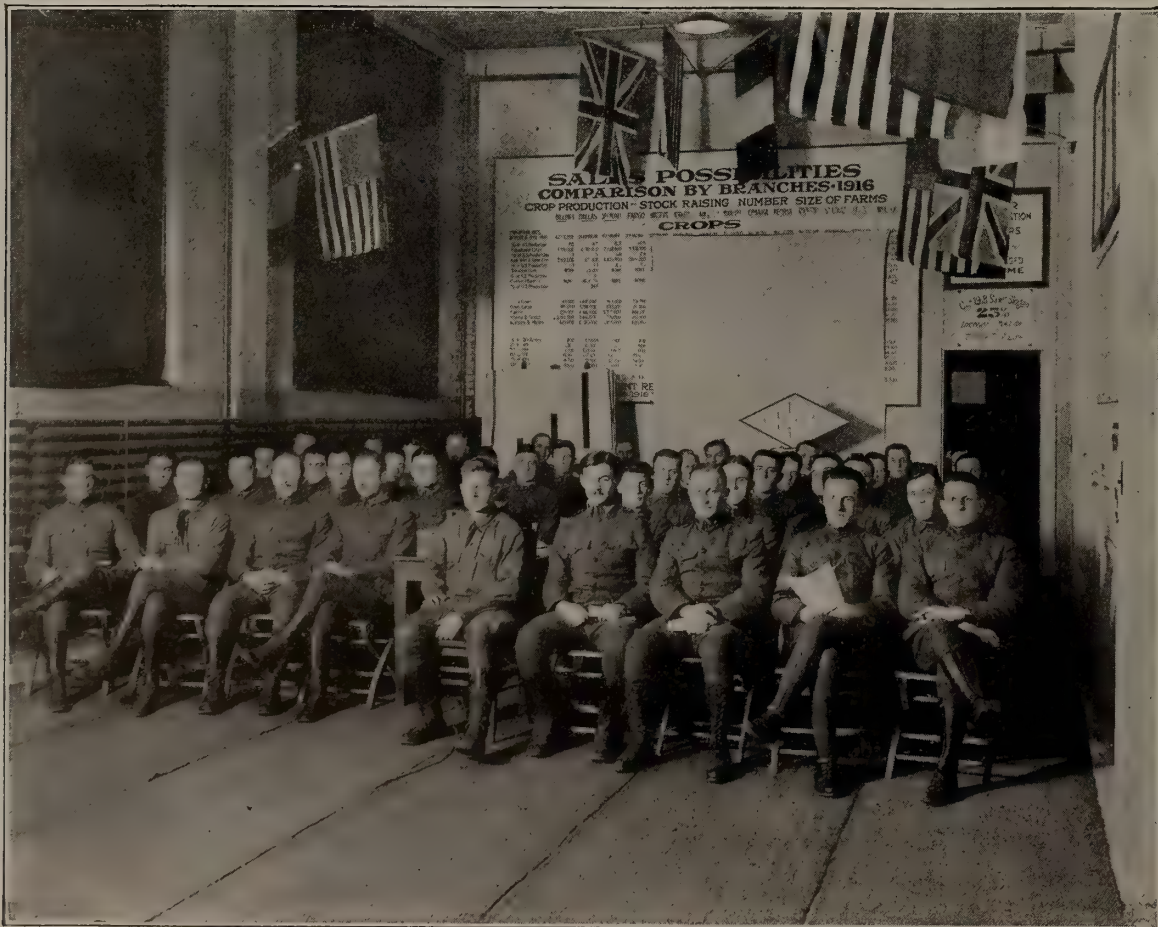
The Manitoba Motor League has now a membership of 1,295, an increase of 60 per cent in 1917. The following are the officers this year: President, J. A. Banfield, Winnipeg; Vice-Presidents, J. J. Smiley, Brandon; A. Brown, Portage la Prairie; A. F. Stelck, Dauphin; D. Lamont, Melita; F. J. McCallum, Elm Creek; R. Forke, Pipestone; Secretary-Treasurer, A. C. Emmett, Winnipeg.

### National Characteristics

Notwithstanding all the business efficiency and strenuousness that we like to talk about, we are an easy-going people. We are too tolerant of carelessness, physical and moral. We pay too little attention to precautions. More accidents occur in this country by far than in any other, simply because of this carelessness. We elect men to office hoping, perhaps, that they will make tolerable officials, instead of making ourselves reasonably sure on that point before election. We worship the "live wire"; we abhor the "knocker." We fail to see that the "live wire" is often a rascal; that the "knocker" is often an honest man who refuses to be silent; that the "live wire" can be as destructive as an intelligent "knocker" can be constructive. All the really great of earth have been "knockers."

The trouble with most of us is that we are too superficial. We "guess" too much and know too little. Efficiency can only be based on thoroughness—in education, in business systems and in manufacturing. Our youths are too eager to become wage-earners, with the result that they enter the labor market under-equipped from a mental standpoint. Baseball is too often of supremely more importance than the routine of business.

Now is the time to put the "act" in tractor business.



Students at Military Tractor School, at Emerson-Brantingham plant, Rockford, Ill.



# What the Massey-Harris Line Means to the Agent

*Here is what the Massey-Harris Line of Farm Implements means to the Local Agent--*

An old established business, well and favorably known for three generations, with a most enviable record for integrity and square dealing.

A line of implements famous the world over for reliability, efficiency and economy—economy on account of their long and satisfactory service to the farmer—which helps to make future sales for the agent.

Canadian implements—Canadian capital co-operating with Canadian labor to produce implements especially adapted to Canadian conditions and, therefore, appealing to the farmer on the grounds of good business and patriotism as well.

A line which is extensively advertised in the farm papers and in other ways, so as to pave the way for the local agent or canvasser—no time wasted in explaining what the name Massey-Harris means.

A full line of implements under the one name, talking one implement helps the whole line, and each implement sold is a help towards selling another.

Experienced travellers and salesmen to help round up the different customers, and competent experts to render assistance in the setting up or operating of machines

Massey-Harris Implements are easy to sell and they stay sold.

HEAD OFFICES :  
TORONTO

FACTORIES AT  
TORONTO, BRANTFORD  
and WOODSTOCK

**Massey-Harris Co.**  
**Limited**

BRANCHES :  
MONTREAL, MONCTON,  
WINNIPEG, REGINA,  
SASKATOON, YORKTON,  
SWIFT CURRENT, CAL-  
GARY, EDMONTON,  
VANCOUVER, KAMLOOPS



### Profits on Higher Prices

It would seem that the implement dealer is justified in charging a price which will pay him a profit based upon the new price level of goods. That is, if three years ago the dealer had figured that 20 per cent, or 23 per cent, or 25 per cent on the selling price of his goods was necessary in order that he might cover his overhead and make a fair profit besides, then the same percentages are allowable on the advanced selling prices of to-day. This is emphasized because some dealers have felt that they should get no more profit in actual dollars and cents on a plow, for instance, than they did three years ago. It should be obvious that to figure profit on this basis is virtually to cut the price.

If the cost of a plow is twenty per cent higher to-day than it was three years ago, the dealer must advance his price to cover that increase in cost. So much at least is plain. But in all probability many of the factors which compelled the manufacturer to advance his price to the dealer are operating as well in the latter's case to increase his overhead. To cover this also he must charge more for his goods.

The only safe and sure way for the dealer to pursue is to continue to figure on the selling price, and to use the same percentage on it he was in the habit of using before the cost prices to him advanced. It is mighty easy for the dealer to go wrong in this respect at this time and he can not afford to make mistakes.

### Standardization in Implement Manufacture


The implement industry has given much attention to standardization and elimination. Where one size of machine can be used in place of another one has been eliminated. Where two implements were in the line that accomplished the same work under the same field conditions one was discontinued.

During the development of many years, tools had been placed in the line that were only suited to a local condition or were merely fancies of some particular man. These have been largely eliminated.

The entire elimination of left-hand plows and the standardized farm wagon are excellent examples of what has been done.

The reduction in implement variety has a very beneficial effect on the industry and is also of help to the general situation.

As manufacturing effort can be concentrated on fewer types, pro-



**CANADIAN FARM IMPLEMENTS**

THE OFFICIAL ORGAN OF THE  
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION  
AND  
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER  
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF  
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by  
**Canadian Farm Implements, Limited**  
F. D. BLAKELY, Manager      A. A. THOMSON, Editor  
811-12 CONFEDERATION LIFE BLDG.      Telephone Main 518      WINNIPEG, CANADA

**SUBSCRIPTIONS**  
\$1.00 per year in Canada: Foreign \$1.25 per year      Single Copies, Ten Cents

**ADVERTISING**  
RATES MADE KNOWN ON APPLICATION  
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

**CORRESPONDENCE**  
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association  
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, MARCH, 1918

duction is increased. Less time is wasted in setting of dies, tools and jigs. Material shortages are fewer because each size becomes more standard. Workmen become more efficient and more expert on the standard types.

As an example, we will consider two forgings, both of approximately the same size and weight, but different in detailed design. The forging tools, the drill jigs used for gauging the holes, and other tools used in the manufacture of the parts are entirely different for each piece. Thus, to make the two pieces, twice the tool equipment is required than to make one piece.

The duplication of tools has required the careful study of the engineering department. Many hours have been spent in designing such equipment. Much work by the most skilled men has been devoted to actual production of the tools and considerable material has been used that must remain in the equipment until the special part has been discontinued from manufacture. In making two parts instead of one, we, therefore, waste both material and labor.

### Advertise Your Lines

There is more than one way to go after the business in your territory. Your customers should know just what separator, engine

or other piece of machinery you sell, and the most economical way to do this is to advertise. It is not necessary to carry full-page advertisements in your local paper, because smaller advertisements may serve your needs just as well. Fortify yourself with a good line and then push that article. Obtain useful advertising helps from the manufacturers. Usually you can have, without charge, catalogs, literature, booklets, envelope enclosures, electrotypes, and copy for advertisements. Make use of all this good help. Study the literature, learn all the talking points of your line, and why your article is better than your competitor's. Don't wait for customers to come in. Don't stay satisfied. Go after the business—and the bigger profits will go after you.

### Computing Turnover

Investigation proves that there are only two methods of finding the true turnover; one being to divide the sales for the year by the average inventory, the inventory to be computed monthly at the selling price (note this compares the sales, at selling price, against the average merchandise, which is also taken at the sale price); the other method is to divide the merchandise sold during the year by the average monthly inventory at cost. Of

course, some stores have a method of computing inventory oftener than once per month, some weekly or semi-weekly.

### Canada's Automobile Investment

There is bound to be a certain amount of guess-work in placing a valuation on Canada's investment in motor vehicles, but among automobile men it is assumed that \$750 would represent the fair average value of each car purchased. On this basis, it is a matter of easy calculation that this country has a present investment of \$150,000,000 in cars. To this original outlay then must be added cost of equipment and accessories. For these it is estimated that every car owner spends at least \$100 in a year, which makes a total reaching \$20,000,000.

Adding to this the expenditure on gasoline and oil and when other incidentals are considered, it may safely be assumed that Canada's total investment in motor cars for the past year represents an outlay of \$200,000,000. No greater evidence is necessary in determining the commanding position that the automobile trade occupies among the industries of the Dominion.

### F. D. Blakely Ill

We regret to report the serious illness of F. D. Blakely, publisher of "Canadian Farm Implements." Mr. Blakely, who has been in indifferent health for the past two or three years, has for the last five weeks been confined to bed with heart trouble and complications. He has been constantly in the doctor's hands, and has had a stiff fight of it, but at this writing shows considerable improvement. This will be good news to his many friends in the implement business, all of whom he desires to thank for their constant enquiries and much appreciated visits during his illness. A wonderful constitution and an irrepressible optimism have stood Mr. Blakely in good stead during a stiff bout with the grim reaper. We trust that soon he may be restored to health and strength, so that he may be back at his desk as of yore.

### Factors in Successful Merchandizing

We have no objection to the mail order house increasing its business by legitimate means, but what we do strenuously object to is to the monopolization and centralization of trade. We have always believed in the home town and the local dealer and retail merchant.



The social and economic welfare of both country and town are dependent in a large measure upon the prosperity of the home merchants. Their interests are just as deserving of consideration as are those of the producers and consumers. People have the right to buy and sell when and where they will, to be sure, but we object to a system that so controls the legitimate avenues of trade that one class of people must suffer that another may thrive.

Anything that is detrimental to the interests of the local merchant, to the local grain buyer, the local stock buyer and the local produce buyer is detrimental to the local producer. Blighting the prosperity of the smaller towns and villages means the decline in farm and property values, town and rural institutions and public investments and public improvements.

To counteract the baneful effect of mail order growth the retail merchant must depend upon something beyond his location and personality. True his personality is a factor. Yet the mail order house, at long range, and without an atom of local sentiment in its make-up, has gone out into country districts and sold goods right under the nose of the country merchant. How so? Simply through the power of advertising—salesmanship on paper, with well prepared catalogs that display the goods attractively. We have even heard merchants say that farmers do not read advertisements, that money so spent is wasted. The mail order catalog disproves this! It is read—and believed in—because it supplies the why—when—what and wherefore that a prospective purchaser wants to know.

Advertising is the modern way of selling goods. The farmer has been educated to it and expects it, yet the retail merchant in too many cases knows little or nothing about preparing a good advertisement. Advertising is not selling goods at a cut price, as too many seem to think. It is simply selling by means of ink and paper, while modern salesmanship is selling goods at a profit. To meet external competition the small town merchant must be both a salesman and an advertiser.

#### Association and Efficiency

Organization, conservation and efficiency are watchwords of the day in merchandizing, as well as in other activities. Efficiency must be the dominating or controlling factor, and means success or failure, according to the degree

it is used, and according to the demands of a discriminating and fastidious public. Such efficiency cannot be attained under present conditions without the associated efforts of the merchants and a high degree of organization. We must have efficiency as a class, as well as individuals, and this is obtained only through organization and co-operation.

It should be the ideal of every implement dealer to stand firmly and loyally by his association with his support and influence, so that we may secure more equitable conditions, guard our interests and become more efficient merchants, and thereby better serve our patrons and more firmly establish our business.

#### Selling the Tractor Right

One thing is sure about the tractor game and that is this. The farmers have been and are being misled so much that some day not very far distant, very many will pick out and appreciate the man who tells them the truth about tractors. This man will get their business, and he will get it at his own price. The farmer owes himself a service if he wants to get the best there is out of the tractor he buys. He must understand that everything the instruction book says is important. Just a few minutes too late in adding lubricating oil may diminish the usefulness and shorten a life of a tractor, 25 to 50 per cent. Every effort should be made to bring the

farmer to a realization of the fact, that even if he buys a good first class tractor its length of service in a large measure depends upon his care, attention and good judgment. If we tell him everybody can run a tractor, and it is all right to let everyone run it, we are doing him an injustice. The care and operation of a tractor should, where at all possible, be handed over to one man who should be held responsible for the condition of the machine. Every machine has its own individual peculiarities.

#### Avoid Disappointment

On account of higher costs, there is a greater necessary investment in the implement business, both wholesale and retail. Therefore, it is necessary that we sell more for cash, and less on time, and there is no better time to establish the credit business on a sounder basis than right now. The slow delivery of steel, coal shortage and transportation difficulties are handicapping the manufacture and distribution of implements; wherefore, it is imperative that every dealer should anticipate his actual or probable requirements for 1918, and buy early. The dealer who waits is doomed to various disappointments. For similar reasons, the dealer should urge his farmer customers to look over their equipment, and order necessary new goods and repairs for the season at once so they'll get the goods.

#### Personal

R. J. Barrett is a new farm machinery dealer at Orion.

Black & Harris are owners of a new auto business at Barons.

Roy Beattie is to build a new garage and auto waerhouse at Burdett.

A. D. McDonald has discontinued his harness business at Francis.

Hans Kellberg is now carrying on an implement business at Waldorf.

The Tractor & Implement Co. is a new concern incorporated at Edmonton.

W. Buchanan, harness dealer at Weyburn, has sold out to A. D. McDonald.

Dandurand & Pelton, dealers at Cadillac, are succeeded by Pelton & Hutchinson.

Chas. Grabowsky, a dealer at Plum Coulee, has sold out to Jacob A. Klassen.

E. M. Kerr has sold out his implement business at Crystal City to W. H. Simpson.

The Cawston Machinery Co. is a new machine distributing concern at Vancouver.

J. V. Ruddy, an automobile man at Milestone, has sold out to Lester & Hughes.

Edwards & Stewart are a new firm of automobile agents doing business at Woodrow.

Cairns & Leary have dissolved partnership in their automobile business at Armstrong.

Sid Bellamy, a coal, lumber and implement dealer at Carievale, has sold out to H. Bellamy.

P. Ames, manager of Manitoba Engines, Limited, Brandon, was a recent visitor to Winnipeg.

E. G. Knight is now carrying on an automobile agency and machine business at Kamloops.

The Harris Garage, Nobleford, was recently burnt out. The loss was partly covered by insurance.

Stewart & Watson, implement and automobile dealers at Air-drie, have sold out to C. A. Sharrow.

The King Ventilating Co. is a new sheet metal manufacturing and distributing concern at Moose Jaw.

The estate of R. Greenwood, formerly a harness dealer at Shoal Lake, has been sold to Arthur Meindl.

The Richardson Road Machinery Co. was recently incorporated at Saskatoon. Capital is given as \$20,000.

H. E. Hamilton, Ltd., is the name of a new concern handling farm machinery and equipment at

## "HELP WIN THE WAR"

### National Implement Inspection & Repair Week

MARCH 11 to 16, 1918

#### Save Expensive Delays and Transportation Charges and Help in the Big Drive for Greater Food Production

If maximum crops are to be raised, all farm machinery likely to be used this year must be put in good repair so as to avoid delays in the field.

The week of March 11 to 16 inclusive, has been designated as National Implement Inspection and Repair Week, and the farmers are urged to inspect their implements and place orders for needed repairs that week.

The great difficulty of securing malleable and steel parts, which renders it impossible for dealers to carry the usual repair stocks, together with the delays in transportation, render it necessary to place orders for your repair requirements early.

The warning has been given, do not fail to heed it by putting off ordering your repairs until the day you want to use the implement.

The Dominion Department of Agriculture at Ottawa gives sanction to this movement.

You will be performing an act of loyalty by heeding this appeal and acting promptly.

#### PREPAREDNESS IS A NECESSITY



Unity. Capital is given as \$20,000.

Mr. Brown, of the Huber Mfg. Co., Minneapolis, was a recent business visitor to Winnipeg and Brandon.

The Northern Lightning Arrester Co. are wholesale and retail dealers in lightning systems at Regina.

The Abbey Motor Service Co. is dissolved in the town of that name. J. F. Frazza continues the business.

The Campbell Good Truck Co. Winnipeg, has bought out the business of the Dominion Sedan Co. of this city.

Litzenburger & Ulmer, implement dealers at Neudorf, have dissolved partnership. Mr. Litzenburger continues.

Laughlin & Eckert, automobile dealers at Shaunavon, have sold out at that point to the Shaunavon Automobile Co.

Langley & Bell, implement dealers at Prince Albert, have dissolved partnership in their business at that center.

Archie Baker, of the Winnipeg Ceiling & Roofing Co., Winnipeg, has been transferred to take

charge of the Edmonton interests of the organization.

John Cleverley, a hardware and implement dealer at Earl Grey, has sold out his interests at that point to A. M. Nairn.

Sines & Johnson, implement dealers at Tadmor, have dissolved partnership. Lewis Sines continues the business.

Taggart & Co. have bought out the metal works at Winnipeg, formerly carried on by the Schmidt Brass & Iron Co.

Farm Machinery Manufacturers, Ltd., Regina, have increased the capital of the company from \$25,000 to \$300,000.

Kerr & Caghey have dissolved partnership in their automobile business at Burdett. Firm name is now Strong & Caghey.

W. A. Haviland, of Haviland & Gleason, was in Winnipeg during Bonspiel looking into business conditions in the Canadian West.

The Neepawa Garage Co., in the town of that name, has been dissolved. Adam Johnston, head of the concern, has retired from business.

John Venn, a hardware and implement dealer at Foam Lake,

has taken a partner into the business. Firm's name now is Venn & Narfason.

Alex Macdonald, the implement dealer at Macleod, was burned out during February. The warehouse stock were partly covered by insurance.

M. L. Clendennan, the implement dealer at Estevan, has secured the agency for International Harvester tractors, plows and separators.

Brown & Jennings, implement dealers at Buchanan, have dissolved partnership. B. C. Jennings in future will have sole control of the business.

The firm of McKay & Barnes, at Elnora, has had a change in personnel. Mr. Barnes drops out and in future the concern will be carried on by McKay & Son.

H. L. Barker, of the Waterbury Implement Co., Minneapolis, paid a visit to Winnipeg the other week, in the interests of the Letz Mfg. Co., manufacturers of feed grinders.

W. H. Whitaker, secretary of the Goold, Shapley & Muir Co., Brantford, Ont., recently returned east after a 'ten days' visit to the western branches of his organization.

E. Elwood, manager of the New Home Machinery Co., Saskatoon, was a visitor to the city during Bonspiel. He reports business good with the various lines he handles.

W. E. Findlay, of the Tri-State Machinery Co., Minneapolis, was a recent business visitor to Winnipeg, where he looked into conditions with the Happy Farmer Company.

C. W. Lockard, formerly with the Brandon branch, International Harvester Co., has been transferred to Lethbridge as assistant to Manager Spooner of that branch of the organization.

Messrs. E. A. Sharman and Co. have been appointed the Lethbridge district representatives of the Genco farm lighting plant by the Genco Electrical Engineering Co., of Calgary, western distributors.

The Morse Hardware & Lumber Co. at Benito, has sold out to a concern called the Benito Hardware & Machinery Co., which will handle hardware, farm machinery and building materials.

Alec Lang, formerly manager of the Portage la Prairie branch of the Goold, Shapley & Muir Co., has resigned his position with that company, with which he has been connected for some years.

A recently incorporated con-

cern at Winnipeg is known as the Magnet Metal & Foundry Co., Ltd. This concern carries on the plant and business formerly owned by the Western Steel & Iron Co.

S. R. Prough, manager, and L. C. Shannon, foreign manager, of the Domestic Engineering Co., Dayton, Ohio, manufacturers of Delco lighting plants, were business visitors to Winnipeg during the Bonspiel.

I. J. Haug, manager of the Canadian Avery Co., Winnipeg, recently spent a week or two in Minnesota, taking medical treatment for rheumatism. We hope that soon Mr. Haug will be restored to his usual health.

We regret to note the death at Hamilton, Ont., of the father of A. H. Laidman, of the Canadian Briscoe Motor Co., Brockville, Ont. His many friends in the West will sympathise with Mr. Laidman on his bereavement.

McA. Campbell has been promoted to an important position at the head office of the Dunlop Tire & Rubber Goods Co., Toronto. Mr. Campbell has been divisional manager at Winnipeg for some time. He is succeeded by R. McKinnon, formerly of the Calgary branch.

A. E. Donovan, manager of the Cushman Motor Works of Canada, recently spent a few days in Minneapolis on business. While away Mr. Donovan looked into the supply situation, and states that he is now well stocked with most of the lines handled by his organization.

During Bonspiel we had the pleasure of a visit from our old friend, W. A. Drennan, in charge of the sales department of the Mitchell & McGregor Hardware Co., Brandon. Mr. Drennan wears well, and is as youthful as a seventeen-year-old.

H. W. Hutchinson, western manager of Carriage Factories Limited, recently returned from a business trip to Toronto and other cities in the East. Mr. Hutchinson reports a very brisk demand for the vehicle lines distributed by his organization.

Morley Wright, the well-known implement man at Regina, and president of the Saskatchewan Implement Dealers' Association, was in Winnipeg hurling a few rocks during Bonspiel. Where the roaring game is in progress you'll usually locate Morley.

M. Perry, formerly connected with the Advance-Rumely Co., has been appointed in charge of the Saskatoon branch of the Sawyer-Massey Co. A. Campbell,

## Expert Testimony

Progressive farmers watch with keen interest the work of the Experiment Stations.

They know that these Stations can be relied upon for honest, unbiased opinions based on scientific tests.

"The 'ACME' Harrow", writes C. W. Matthews of the Kentucky Experiment Station, "has been used at frequent intervals in our orchard and general farm work, and its work has greatly pleased us. It pulverizes our Blue Grass soil very thoroughly, and where there is a considerable growth of weeds, it quickly reduces the entire mass to a fine condition. We should not want to be without it."

### "Acme" Pulverizing Harrow Makes Perfect Seed Beds

The coulters work deep into the soil, filling air spaces, compacting the lower soil, crushing and cutting clods, and leaving a fine smooth mulch at the top. It succeeds in all soils and on hillsides or level land. Will last a score of years and pay for itself every year. Sizes, 1-horse to 4-horse.

Ask your dealer to show you the "ACME" Tillage Line. But, send today for free book, "The Acme Way to Crops That Pay".

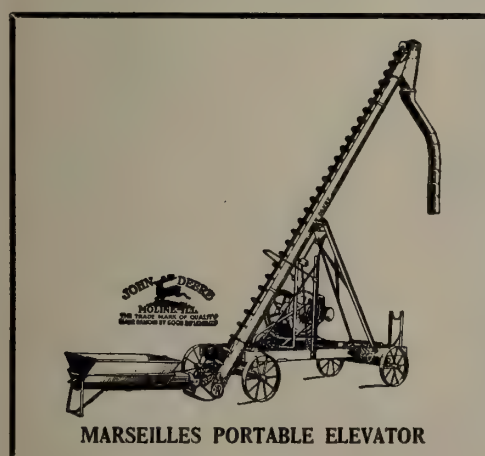
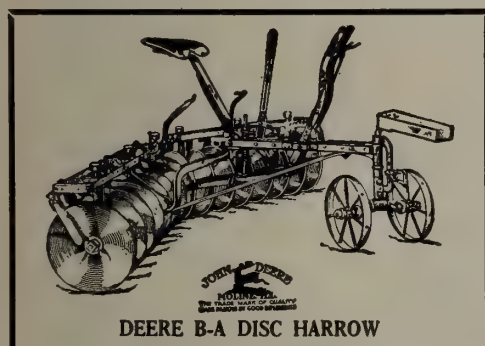
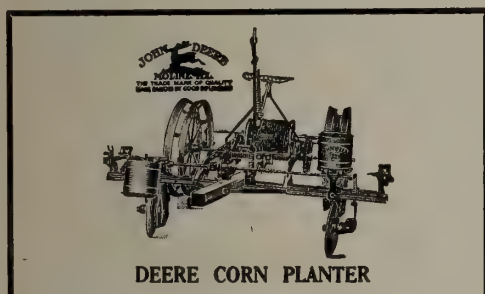
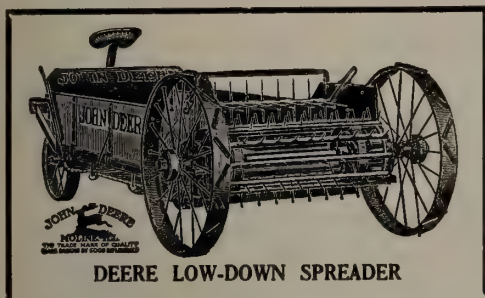
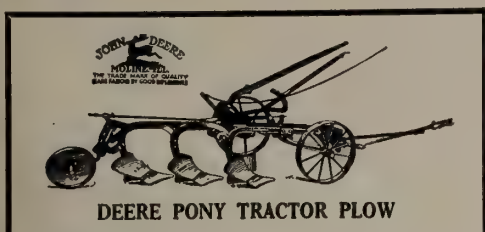
Duane H. Nash, Inc.

107 Elm Street  
Millington,  
N. J.



General Agents: **JOHN DEERE PLOW COMPANY** WINNIPEG REGINA  
CALGARY SASKATOON





WE PROTECT  
RETAIL DEALERS

## Our Policy

*We market our goods only through Retail Dealers.*

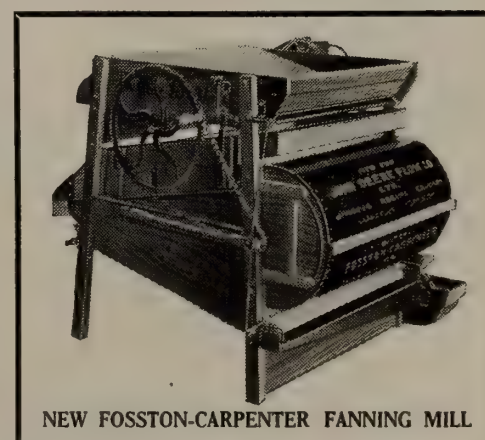
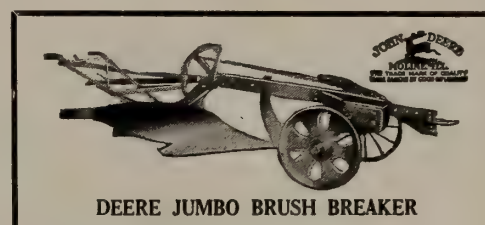
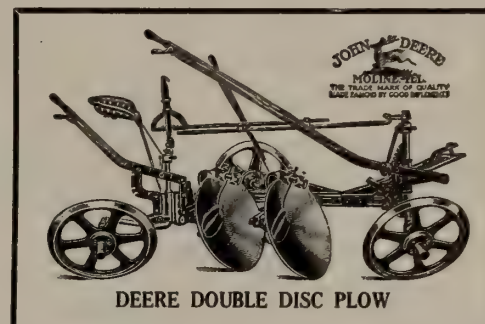
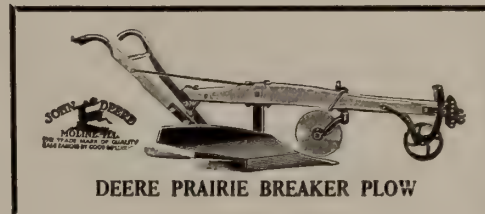
*We select in each important trade centre reliable representatives and supply the consumer only through this channel.*

*The Dealers are our logical trade connection with the Farmers, for whom JOHN DEERE goods are made.*

*We depend upon our Dealers to sell the entire output of our many factories, and we assist them to secure a large percentage of the business in their territories.*

*We confine our operations to our established Agencies in each community, thus our mutual interests are best served through a full line representation.*

*Unfailing quality, courtesy and businesslike methods are the principles on which we hope to merit your continued patronage.*



A FULL LINE OF AGRICULTURAL IMPLEMENTS

# JOHN DEERE PLOW CO., LIMITED

WINNIPEG

REGINA

CALGARY

SASKATOON

EDMONTON

LETHBRIDGE





formerly gas engine specialist for the Manitoba Agricultural College, has been placed in charge of the service department for Sawyer-Massey in the West.

Our old friend, J. Morcombe, the implement dealer at Cypress River, was a business visitor to Winnipeg during Bonspiel. Mr. Morcombe reports business good in his territory. He is an enthusiast for organization among the retail implement trade, and would like to see the dealers in Manitoba get together along this line.

J. P. Millar, at one time manager for the Canada Carriage Co. at Winnipeg, and more recently associated with the Williams Motor Co. in this city, has been appointed credit manager for the Canadian Fairbanks-Morse Co. With long experience in the farm machinery business Mr. Millar should be a valuable acquisition to the concern with which he now is identified.

David Drehmer, the popular manager of the John Deere Plow Co., Winnipeg, recently attended a meeting at Regina of the Western Canadian branch managers of the Deere organization. The various branches look forward to a very heavy spring demand for their lines. Mr. Drehmer is now on a trip to Eastern Canada, visiting the leading cities.

Had a visit early in the month from our old friend, George Matheson, the implement dealer at Craik. Mr. Matheson was en route home after a combined business and pleasure trip to Owen Sound, Toronto, and other points in Ontario. He reports having had a good year last year with practically seventy per cent of all sales for cash. This is the way things should be in the trade. George looks for a record year in 1918, and if hustle will do it he's right there.

#### Cockshutt Distributing Renfrew Separators

The Cockshutt Plow Co. through its Western branches will market the well known Renfrew cream separator, manufactured by the Renfrew Machinery Co., Renfrew, Ont. This cream separator is well and favorably known in both the United States and Canada.

A number of features of the Renfrew appeal to the dairy farmer. For one thing, the gearing and frame is the same for all sizes, and all that is necessary to obtain a larger capacity machine is to buy a new bowl. Not a single oil cup is used, all the working parts being operated in a bath of oil thrown by the gears.

Numerous tests at experiment

stations have shown that the Renfrew skims to a mere trace, as low as one-one hundredth of one per cent. Undoubtedly this accurate record is due as much to the wide space in the centre which prevents clogging and to the five curved wing distributors as it is to the fine workmanship in all parts. Full particulars can be obtained by interested dealers from the nearest branch of the Cockshutt Plow Co.

#### McLaughlin Managers Meet

During Winnipeg Bonspiel the Western Canadian managers of the McLaughlin Carriage Co. met in convention at Winnipeg. Conditions in the automobile trade were fully discussed, and many interesting talks given by the different gentlemen present. The meetings were presided over by J. H. Beaton, general sales manager of the company, who came west from the headquarters of the organization at Oshawa.

The following gentlemen took part in the various sessions: J. H. Beaton, general sales manager, Oshawa; R. McKenzie, Western Canadian manager, Winnipeg; W. G. Parsons, Regina; R. M. Lawrence, Saskatoon; H. F. Mustard, Calgary; A. W. Challand, Edmonton; A. A. Ross, Vancouver.

#### Flax Twine in Saskatchewan

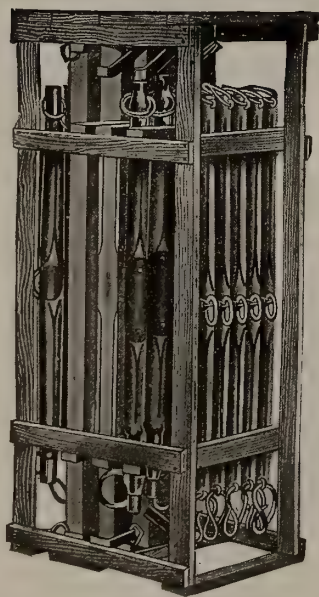
A new bastard linen produced from ordinary flax straw grown on Saskatchewan farms is now on exhibition at the Parliament Buildings, Regina. Commercial twines in heavy and fine qualities are shown, also binder twines of a soft even surface, being three play spun, giving 750 feet and 900 feet to the pound, with a breaking strain at 60 and 50 pounds respectively, not varying more than 2½ pounds either way.

Tests of this binder twine in the field gave 99 per cent of well bound sheaves, a better result than when sisal twine was used with the same binder.

The preparation and treatment of raw flax fibre is simple and cheap and can be carried on under cover at all seasons of the year. The treatment gives a spinning value of 4,500 feet to the pound with the permanent qualities of linen, and is believed to be immune from the activities of gophers, mice or crickets.

The result shown from the manufacture of unretted fibre was that at least 270 pounds of the finished article, either yarns or twines, can be made from one ton of straw. Saskatchewan uses about 20,000,000 pounds of twine per annum; there is therefore sufficient raw material grown in the province to furnish binder twine to ten provinces having an equal demand.

Early in 1917 there was an association formed under the name of the Flax Fibre Development Association, with headquarters in Regina, with the object of developing the use of flax fibre as distinguished from linen and its utilisation in the manufacture of the coarser commodities. Those forming the association had previously been engaged in the flax industry, in improving fibre machinery, or in chemical research for the purpose of simplifying the procedure of treating raw flax. Their laboratory experiments having been successfully completed, the Saskatchewan government, through the Department of



*Westwo*

The Best Grown  
The Best Made  
The Best Painted

EVERY PIECE GUARANTEED

Order a Sample Crate today and always specify

*Westwo*

*Westwo*  
REGD

The "Guaranteed" Line

## PAINTED SETS

FOR

## WAGON PLOW IMPLEMENT

Including a Complete Range of  
Doubletree Sets, Hitches, Gang Eveners,  
Whiffletrees, Neckyokes,  
Wagon and Implement Tongues, Reaches,  
ETC., ETC.

Write for

*Westwo*  
REGD

FOLDER AND PRICES

Sold and Guaranteed by

D. Ackland & Son, Ltd.

WINNIPEG

CALGARY



STOVEL CO. LTD.  
WINNIPEG MAN.



Agriculture, gave financial aid in having experiments carried out on a larger scale and very satisfactory results were obtained.

The following are the results of the tests made of the articles manufactured from the chemically retted flax fibre:

Soft Twines—1st, 750 ft. to pound; average breaking strain, 60 lbs. 2nd, 787 ft. to pound; average breaking strain, 42 lbs. 3rd, 1,050 ft. to pound; average breaking strain, 37 lbs. 4th, 1,125 ft. to pound; average breaking strain, 45 lbs.

Fine Finished Twine—1st, 800 ft. to pound; average breaking strain, 60 lbs. 2nd, 800 ft. to pound; average breaking strain, 40 lbs. 3rd, 1,050 ft. to pound; average breaking strain, 47 lbs. 4th, 1,500 ft. to pound; average breaking strain, 29 lbs.

Hard Twines—1st, 350 ft. to pound; average breaking strain, 123 lbs. 2nd, 400 ft. to pound; average breaking strain, 112 lbs.

## Turner Increases Capital Stock

The Turner Mfg. Co., Port Washington, Wis., has increased its capital stock from \$150,000 to \$250,000 by authorizing an issue of \$100,000 of 7 per cent preferred stock. The company requires additional capital to take care of its rapidly growing tractor business and is offering this preferred stock for sale to investors.

It is reported that large contracts have already been closed for Turner "Simplicity" tractors and the company states it will manufacture from three hundred to five hundred tractors during 1918.

Some of the leading implement dealers and jobbers throughout the United States and Canada have thoroughly investigated the Turner "Simplicity" tractor and pronounced it to be one of the leading farm tractors on the market, which speaks well for Port Washington's new product.

## Large Cash Business

The record of the International Harvester organization in Southern Alberta last year, as regards volume of cash business as compared with total volume shows that Southern Alberta is indeed in a flourishing condition. Figures indicate that the Lethbridge branch of the company, distributing centre for Southern Alberta, did a business of \$1,200,000. Of this \$1,100,000 or approximately 92½ per cent was for cash. A large percentage of the 1917 increase was due to tractor sales.

## Factory Notes

Contract has been awarded' by the Prest-O-Lite Co., of Winnipeg, for the erection of a factory at a cost of \$10,000.

The McGuire Grain Shocker Co. is a new concern organized in St. Paul to manufacture grain shockers. Capital stock is announced at \$50,000.

The Fargo Manufacturing Co. has been incorporated with a capital of \$50,000 at Fargo, N.D., for the purpose of manufacturing

and selling the Meyers shock loader.


At the recent meeting of the directors of the Whitman & Barnes Mfg. Co., Akron, O., A. D. Armistage, who has been connected with the company for many years, was elected president.

The Wolverine Tractor Co. is moving to Saginaw, Mich., where it will occupy the Piano Acton Plant. Saginaw will raise \$250,000 for stock in the company. The concern has been located in Detroit.

The Nilson Tractor Co., of Minneapolis, has recently moved its offices to the building formerly occupied by the Bull Tractor Co. at Twenty-sixth Avenue Southeast and University in southeast Minneapolis.

Always recollect that because the mail order people are governed pretty much by the same laws of commerce that govern all manufacturing and sales organizations, their specious efforts at real competition cannot long avail.

## Fairbanks - Morse Combination Threshers

The Individual Outfit of Outstanding Quality 

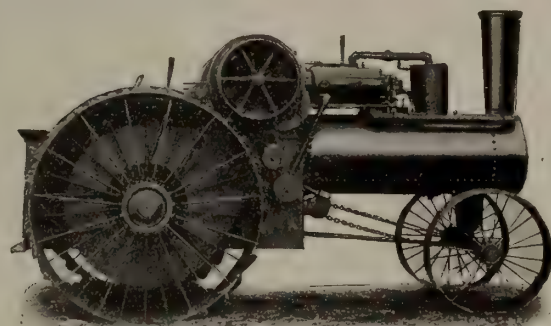
## 24x46 Separator and 20 H.P. Twin Cyl. Kerosene Engine

Fairbanks Morse outfits are built for enduring service. They get all the grain. Strongly braced hardwood frame is absolutely rigid. The heavy steel body, double bar cylinder, long bearings, heavy shafting—every feature that guarantees efficiency is found in our threshers. Equipped with Self Feeder, Windstacker, and Automatic Register.



**DEALERS:** With our outfits you sell the most dependable combination made. The horizontal engines burn cheap kerosene, and have magneto ignition, friction

clutch pulley and throttling governor. Every buyer is a friend. Get full particulars of our 1918 models—now.



**The Townsend Twin Cylinder Kerosene Tractor, 12-25 H.P.**

**Not a Steam Engine—but the most dependable  
Kerosene Tractor ever built—THE TOWNSEND**

Built like a battleship. The enormously strong "boiler frame" acts as a radiator, and is a rigid bed-plate for the motor and transmission. The throttling governor, twin-cyl. engine develops 12-25 h.p., pulling three plows in stubble with ease. High tension ignition, enclosed gears, single lever control, direct drive to belt pulley—every feature the prospect wants. By long odds the strongest, most powerful and dependable tractor in its class. Fully guaranteed; reasonable in price.

*Let Us Send You Full Particulars of this All-Purpose Tractor*

## HAVE YOU OVERLOOKED SCALE PROFITS?

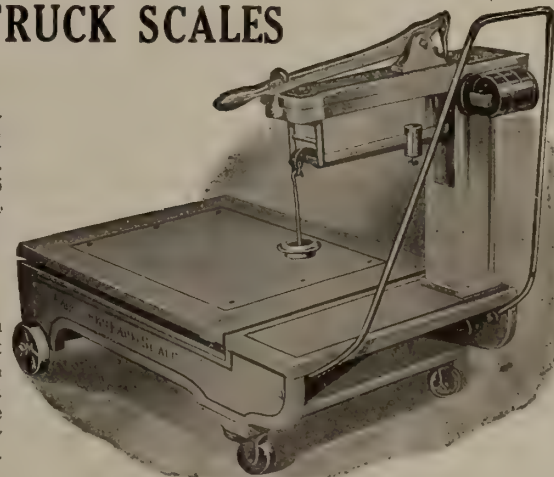
# FAIRBANKS STANDARD FARM TRUCK SCALES

**The World's Standard—In Demand Everywhere**

Guesswork eats farm profits at present prices. That's why every farmer is a prospect for the Fairbanks-Standard Truck Scale—the best scale sold. Weighs up to 2,000 lbs. Heavy brass beam, graduated in half pounds. Platform 26 x 34 inches. Scale moves easily on ball bearing, swivel-casters. Total weight, 280 lbs. Ask for special scale bulletin and particulars.

## OUR LIBERAL AGENCY CONTRACT

The Fairbanks-Morse dealer is backed by an organization with a world-wide reputation for quality goods and prompt service. We co-operate with our dealers and direct the customer to your store. Our advertising maintains a steady demand for our lines. With this agency you have no slack season—there are seasonable goods for every day in the year. Let us send you our proposition and full particulars.



**THE CANADIAN FAIRBANKS-MORSE CO. LIMITED**  
SASKATOON      WINNIPEG      CALGARY



## Maintaining Your Volume

There is an old saying in the manufacturing business which is more or less true, "that it is absolutely necessary to be constantly taking up new territory and securing new agents if you expect to maintain your volume of business." In other words, the manufacturer must be prepared to lose a certain amount of business each season with old customers, and, as has been suggested, this would come about by others dividing the trade. But we think a part, at least, of it is caused by retail dealers failing to keep up the enthusiasm and push, year by year, that they put into their efforts when they were introducing a line. It is for this reason that manufacturers are compelled to keep canvassers and special salesmen assisting dealers to enable them to get the volume of business that they should from each agency.

It is human nature to travel in the course of least resistance and if one feels that he has a nice trade and it is coming quite easily, it is thought not necessary to keep pushing hard after the business and it is right at that point we oftentimes find where our trade commences to slip away from us.

At this particular time when in some lines we have such large capacities, it is absolutely necessary that the retail trade be worked hard and every effort made to sell all the goods possible. In the implement line in particular, it requires a great deal of effort to keep and maintain a volume of business, for one peculiar thing about the trade is that many goods are not bought by the solicitation of the consumer but only through the aggressive selling ability of the retail dealer. They not alone have to show their customers that it is to their interest to buy these, but they are compelled to prove it to them by actual demonstration. We do not mean by this that it is a wise thing to create an artificial demand for goods and force the sale of them on to people who have no use for the articles, which is sometimes done. But we all can readily recall the efforts that have been put forth to introduce and market lines of goods that are an absolute necessity to-day where the consumer had them almost forced upon him in the beginning.

Stop and consider the agricultural development and production of this country and how

much the lines of goods represented in any one territory have done to help bring that about. Men had to be taught the use of machinery and showed how to supplant the hand tools by actual demonstration before they could be induced to purchase them.

### Survival in Tractor Trade

The tractor trade everywhere will eventually sift down to the dealers who know how to handle the business, and to the tractors which really give satisfaction. In other words, it is going to be a survival of the fittest. Competition is gradually growing stronger and the wideawake man is going to be on top. This applies to the manufacturer as well as to the dealer. He must be prepared to give service to his customers. Most farmers have reached the point where they realize the value of buying a dependable make from a dependable concern. They want a tractor that is standard and that has been thoroughly tested out in the field. The dealer wants a good reliable tractor to sell, one that will actually net him a profit. Many of them have had the experience of selling a tractor which required so much service so as to eat up the profits. Then, too, different farms require different sizes of tractors, and the dealer must be prepared to meet that need.

### You Can Help in the Factory

By staying at your job every day and avoiding lost time.

By willingly, when you are able, working extra hours if asked by your foreman to do so.

By telling your foreman that you are willing to work overtime.

By speeding up the job in order to increase the day's output.

By showing your fellow worker that you are anxious to do your share for the flag that protects yourself, your home and family.

Our country needs us now. This is the time to show our loyalty.

### We Cover the Field and Then Some

Advertising is said to be salesmanship on paper, but for arousing interest at long range Canadian Farm Implements seems to hold its own with most trade publications. We recently had communications from two of our advertisers in which they reported enquiries for the representation of their lines from a concern in a city in Siberia, who are anxious to secure Canadian goods. Yes, our circulation covers quite a bit

more than Canada. There's a gentleman in Ekaterinoslav (not a Bolshevik), who writes us often about machine lines—and who finds the advertisements in our pages of interest—even in far away south-west Russia. There's also a firm in Italy—but we'll quit. Still, advertising in Canadian Farm Implements covers the field for the concern who have farm machinery and equipment to sell. We almost forgot about the firm in Nantes, and in Sydney—but there—we said we'd quit!

### The Age of Service

The old ways of selling the dealer are past. To get a dealer to stock an article is not as difficult as it once was. Because the dealer has recognized his place in the commercial world, the old theory that a store is a place where barter and exchange is carried on is also dead.

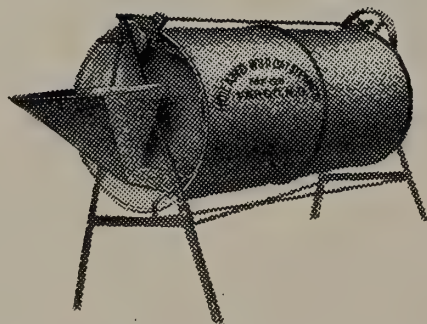
To-day the farmer asks for certain known types of machinery—implements which have become established, because they are the output of some institution with a trade mark that stands for satisfactory service and, as well as selling quality goods, the retail business has evolved itself to-day into one of actual service.

Between the overhead cost of store service and the net results of a store's income is the small margin in which the dealer has to extract his profits. We say "extract" advisedly, because the modern implement dealer must be an analyst. He must know the needs of his public. He must be able to analyze his field so closely as to extract that profit for which he enters in the field of public service.

### Times Have Changed

A community is what the individual makes it. No community is better than the individuals that constitute the community. You have to want the power to make the community what it ought to be. It is your privilege and opportunity to say you will have about your mercantile business that community spirit that will attract the trade your way. The trade radius of a village trade center extends country-ward about twenty miles. Back in 1906 it took hours on the road, once a week, with horse and buggy, for the average farmer to visit the town and attend to the shopping requirements of his family in the local trade center. Things have changed. We have made wonderful progress within the last few years. Now it takes minutes to go to town by automobile any time.

## The "HOILAND" Wild Oats Separator



### The One Machine that Separates Wild Oats from Tame Oats and Other Grains

Made in Two Sizes, strongly built and durable. Separates wild oats from all grains—wheat, barley, tame oats, etc. The interior of drum is lined with canton flannel, which carries along the whiskered wild oats, which are removed by discharge wires, while the cultivated grain is discharged perfectly clean.

Seed experts and satisfied farmers everywhere endorse the Hoiland as the perfect wild oat separator. It is a big selling line for dealers in any territory. Let us send you full particulars. Write at once.

WESTERN CANADIAN DISTRIBUTORS:

**Cushman Motor Works of Canada, Limited**

Builders of light weight, high grade Gasoline Engines for all Farm Power Work

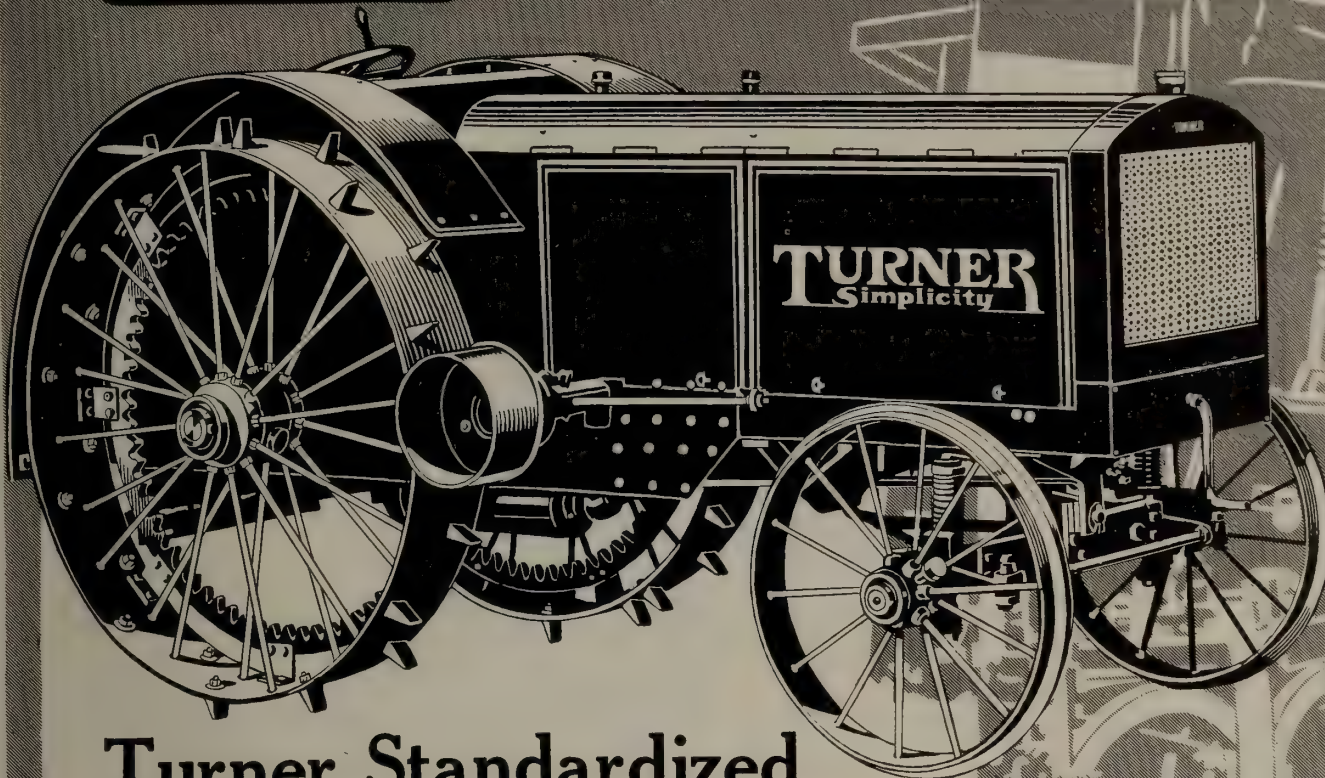
DEPT. E., WHYTE AVE. AND VINE ST.

WINNIPEG, MAN.



# TURNER

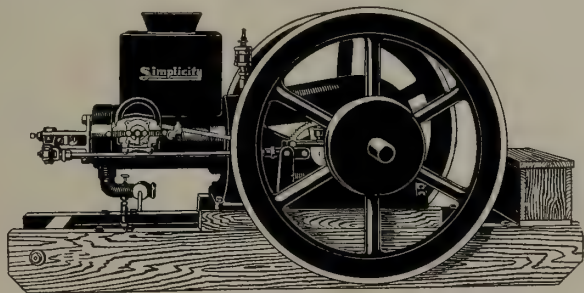
## Simplicity



### Turner Standardized Kerosene Engines and Tractors

are the dealers' best certainty of profits, because farmers feel instant confidence in their sound, business-like, **freakless** design; and because the Turner dealers' discounts are fair and liberal from the start. The farmer who buys a tractor doesn't want a machine of unfamiliar, untried features. Nine times out of ten the Turner appeals to him at once because it **looks** dependable, and is tried and tested by long experience, and because it will save him money. Burns kerosene as efficiently as gasoline. This is the **tractor** to ensure your business big permanent profits.

**Note this Equipment**—Powerful, light weight, Waukesha, 4 cylinder motors, Hyatt Roller Bearings throughout, Perfex Radiator, Dixie Magneto, Foot-Strite Transmission and other standard quality parts.



#### Backed by 17 Years' Engine Success

Turner Tractors are built from 17 years' experience in manufacturing **TURNER SIMPLICITY FARM ENGINES**. These quality built engines have gained the endorsement of thousands of farmers. Strong, durable, economical in operation. Throttle governing, kerosene burning. Built in all the popular sizes.

Get details of our dealers' proposition.  
Fill out coupon to-day.

**Turner Manufacturing Company**  
215 Lake St. Port Washington, Wisconsin

**Dealers!**  
**Mail this**  
**Coupon**

Date .....

Turner  
Mfg. Co.,  
215 Lake St.,  
Port Washington,  
Wis.

Please send me complete  
information about your  
1918 profit-making campaign  
for dealers on

(Check the one or both you are  
interested in)

(...) Engines (...) Tractors

Name .....

Town ..... Province .....



### Vassar College Girls Run Avery Tractor

Now you see American girls—Vassar College students—doing big outdoor work that not so long ago was thought to be possible only to husky men.

These girls have left behind French verbs to upturn French herbs. They prefer traction to fractions. Dainty frills do not match the lure of red-blooded thrills in mastering a powerful motor. So they have donned khaki and sombrero and have manned an 8-16 Avery tractor and a road making machine. The picture was snapped at a demonstration at the Eastern States Exposition, Springfield, Mass. Judging from the expression and the confident poise with which the operators sit at the wheels, they are doing the work as well as the



College Girls Road-Making with an Avery 8-16 Tractor

best man expert that ever made these implements of twentieth century improvement eat out of his hand.

The girls actually operated the

machines over a considerable stretch of road in the making. By their own account they found it a thrilling departure from the old conventions as to "woman's

sphere." They were not at all fatigued, on the contrary, they insisted that it was simply invigorating fun. It was a striking illustration of the degree of ease of operation achieved in these latest products of tractor building science by the great Avery factories.

While it was in a sense a lark for the Vassar girls, it suggests the significant changes which are resulting from the world war. How thousands of women of England and France have taken up the work of men in field, shop and mine is one of the most fascinating chapters of the times. Whether women of America will ever have to follow their example may not be predicted—but it is certain that these jolly college girls do not believe that "woman's work is in the home"—entirely.

### Hail Insurance Figures

A statement of the premium income received and losses paid by the various companies underwriting hail insurance in the province of Saskatchewan has been prepared by A. E. Fisher, Superintendent of Insurance. The statement shows that \$2,203,493.27 was paid in premiums for hail insurance, while the losses paid totalled \$744,902.45. The loss ratio works out approximately at 33.8 per cent.

When to these figures are added the payments made to the Municipal Hail Commission approximately amounting to \$930,000 (the claims paid by them totalling \$830,000), it will be seen that hail protection during 1917 cost the people of Saskatchewan a little over three million dollars, while one and a half million was returned in loss claims.

Figures published by the Insurance Department of the Province of Alberta shows that the hail companies in that province received \$1,786,101.02 and paid out \$1,148,438.75. The premium rate is much higher in Alberta than in Saskatchewan.

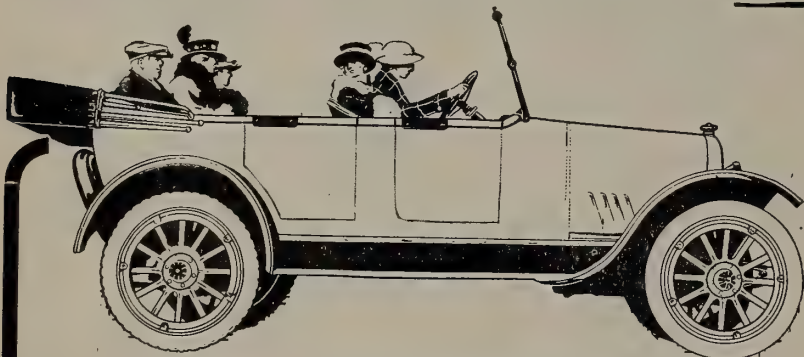
### Farmers Want Standardization

At the convention of Rural Municipalities, held recently in Winnipeg, the following resolution was passed:

"That we call the attention of the federal government to the importance of having all farm implements standardized, and we also urge upon the government the need of taking immediate steps towards securing an agreement between the manufacturers to manufacture standard implements, or at least to standardize the parts most liable to break or to need replacing because of rapid wear."

## HANDLE THE CAR YOUR CUSTOMERS DEMAND

**BRISCOE** <sup>\$1025</sup>  
THE CAR WITH THE **1025**  
HALF MILLION DOLLAR MOTOR



### Special Briscoe Features

*The longest stroke small motor  
The highest powered small car  
on the market*

*The smallest quantity of gasoline per mile  
of any car  
The most economical car made on tires*

## THE IDEAL CAR FOR THE FARMER AND HIS FAMILY

The car that offers quick, convenient and comfortable transportation at low cost is the car that the farmer wants. Added to that he wants BRISCOE reliability. That's why Briscoe dealers find a steady and profitable demand for both roadsters and touring cars. The low maintenance cost of the Briscoe appeals to the prospective purchaser in both town and country. There is no excessive service demands when you sell the Briscoe—once sold it stays sold, and gives maximum service. The Half Million Dollar Motor reduces operating costs to a minimum, and the Briscoe is equipped with every modern convenience known to motordom. If you want to increase your profits this year, NOW is the time to write us for full particulars regarding our money-making contract.

Distributors for Manitoba:  
**ELGIN MOTOR CAR SALES CO.**  
417 Portage Ave., Winnipeg

Distributors for Saskatchewan:  
**AUTO SERVICE CO., LIMITED**  
Regina and Saskatoon

**GET OUR LIBERAL  
AGENCY PROPOSITION**

Distributors for British Columbia:  
**INTERNATIONAL MOTORS Ltd.**  
1112 Seymour St., Vancouver

Distributors for Alberta:  
**The JAS. F. STONE MOTOR CO.**  
309 17th Ave. W., Calgary

**The Canadian Briscoe Motor Company, Limited**  
BROCKVILLE - - ONTARIO



### The Best Practice in Potato Culture on the Prairies

Potatoes, owing to the demands of our Allies for wheat, should occupy a very prominent position as an article of human food. It behooves all who grow them to endeavor to secure as great a yield as possible from any area, since the shortage of labor curtails any very increased acreage.

From May 15th to May 30th, generally speaking, is the best time to plant potatoes. Those planted earlier than this do not yield much, if any, heavier, while they run a greater chance of rotting during a cold spring, or of being frozen if they appear above the ground too early. Planting a month later than the time recommended has reduced the yield one hundred and ninety-three bushels per acre. Seed sprouted in the sunlight for a couple of weeks until short, green sprouts appear at the eyes, has given an earlier and heavier crop than has ordinary planting. This method can be recommended to those who have a limited area and desire to raise a maximum crop. It has been found that cuttings with three eyes from sound, medium-sized tubers give the best results. Rather poor yields may be expected from the use of small potatoes for seed, and a large proportion of the crop is found to consist of small, unmarketable tubers. A system of selecting and planting only the best healthy potatoes is bound to give the greatest yields during a number of years.

The control of disease is becoming more of a problem each year, but fortunately scab is the most common of potato diseases. For this the seed should be immersed for three hours in a solution of formalin—one pound to every thirty gallons of water, or better still, a 1/2000 solution of bi-chloride of mercury. This latter chemical is highly poisonous, and should be put only in wooden vessels, as it will corrode iron. In cutting seed, two knives should be used, one being put in a disinfecting solution whenever a diseased tuber is cut into.

The land that is to be seeded to potatoes should be well worked to a depth of six or eight inches, and if possible a soil that is not heavy or wet should be chosen. The sets should be dropped about fourteen or sixteen inches apart in rows that are two and one-half feet apart. Where there is plenty of land and not very much seed, planting may be done a little farther apart.

A great deal of hand labor may be saved by thoroughly harrowing the land whenever any weeds appear from the time of planting

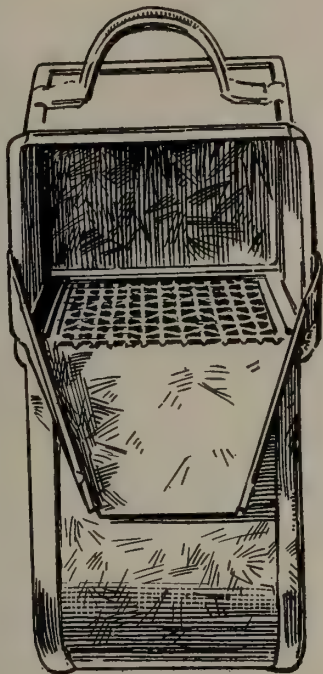
until the young potato shoots are six inches high. As soon as the rows are clearly defined by the young plants, and from then on, the single horse cultivator can be

used whenever it is necessary either to kill weeds or form a soil mulch. This method has been found to do away with a great deal of hoeing.

For harvesting nothing can equal a potato digger, and, where possible, a group of three or four farmers would do well to form a company for purchasing one.

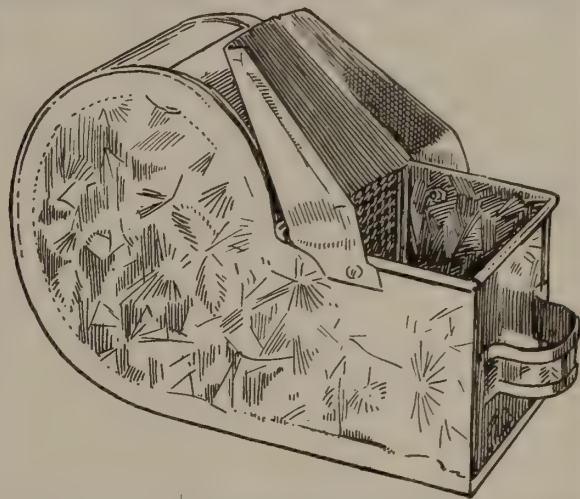
## The "ECONOMY" PICKLER

THE VERY LATEST EASY TO HANDLE  
ONE MAN OPERATES



Front View, showing Pickler Tilted to Dump Grain

Live Agents  
Wanted at  
Every Point  
in  
Saskatchewan



Side View of Economy Pickler Ready to Receive Grain for Treatment

All fluid drains into bottom compartment when dumping grain. Absolutely no waste. Every grain treated because immersed in the fluid.

No shovelling to get grain away from legs—as there are no legs to bother. Properly balanced so as to dump with little exertion.

WRITE US AT ONCE FOR FULL PARTICULARS  
AND PROPOSITION

CANADIAN SPECIALTY CO.  
MOOSE JAW SASK.

## Woodstock Wagons Increase Wagon Business

Q  
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WOODSTOCK WAGONS have a Canadian-made reputation. They are known everywhere for in-built quality; they help the dealer get, and hold, the wagon trade in his district. Built for service and reliability. Best seasoned woods throughout. Light running. Strong construction. Attractive appearance. Fine finish. Woodstock reputation, and our unequalled guarantee, backs every wagon sold. Write our nearest distributor, or direct to factory. You cannot sell a better wagon.

WESTERN REPRESENTATIVES:

BERT CONWAY, Box 33, Regina, Sask.

DAVID SMITH, 312 17th Ave. West, Calgary, Alta.

MANUFACTURED BY

The Woodstock Wagon & Manufacturing Co., Ltd. Woodstock, Ont.



## Dealers' Associations Valuable

In a recent address, H. J. Hodge, secretary of the U.S. Implement Dealers' Federation, made the following interesting remarks on the value of association in the retail implement trade:

Upon us rests a great responsibility. We are charged with the duty of providing the farmer with the implements and the repairs so necessary and which play such an important part in this awful struggle. The farmers are called upon to raise an abnormal crop, but to do it they must have the tools, and these you must be prepared to furnish. This means that you must take greater chances in your business than you ever did

before. Why? Because your customers are looking to you to keep them supplied, and you do not want to be the one responsible for delay and consequent loss of grain.

Never in the history of the implement business was the necessity for standing together and counselling with one another so apparent as at this time. We need all of our energy and courage if we are to succeed. The problem most difficult of solution is how to meet present needs and to make a fair profit in the business of retailing implements.

This same question of how to meet existing conditions has been agitating the minds of manufac-

turers for some time, but through their organizations they are counselling together, and hope to evolve plans which they believe will relieve the situation. If you dealers will emulate their example, and keep in close touch with each other, you will succeed; otherwise, you will not. Without criticism of their action, I want to ask you not to lose sight of the object lesson which the apparent harmony among the manufacturers in the matter of terms and advances presents. If it were necessary for them to get together, it is just as necessary for you. If you do full justice to your own best interests you will, before your spring business opens up, interest yourself in calling a meeting of the dealers in your locality, do a little figur-

ing and discuss new conditions and methods for meeting them. The quicker dealers realize that concerted effort is the one road to success, the better off will they be. The average dealer allows his mind to be agitated by the question, "Will my competitor maintain prices which will permit a margin of profit over and above cost of doing business? There is too much lack of confidence, and this confidence is the highest standard of trade. Without it there is no true fellowship in trade or in life.

We are not organized simply to secure concessions from the manufacturers, but to study our own shortcomings and to correct the evils for which we alone are responsible, so that our business may be made more profitable, and so that the honest dealer who is making an effort to conduct his business along business lines will not be handicapped by the dealer who refuses to see the light.

I have studied our problems as the child studies his A B C's, and climbed with them to their magnitude of to-day's great needs. Now, gentlemen, let us emulate the example of the banker, who classes his business as the highest in the world, and who is in it for the purpose of making money; not because he is so philanthropic that he wants to give away to his customers all of his profit. Let us pursue the same businesslike methods that he pursues. We can do it, for we have the ability if we will only use it.

I want to impress upon your minds how vastly more important are the general benefits for which we are striving than are the tangible ones—the ones which you are able to enter up among your cash receipts. It is for the general uplift of the implement business and to secure recognition of our rights and of the broad principles upon which our organizations are founded that we are striving, but to accomplish our purpose and to keep up our courage as we go along we must devote much time to securing such benefits as will make us feel we are drawing good dividends upon our investments.

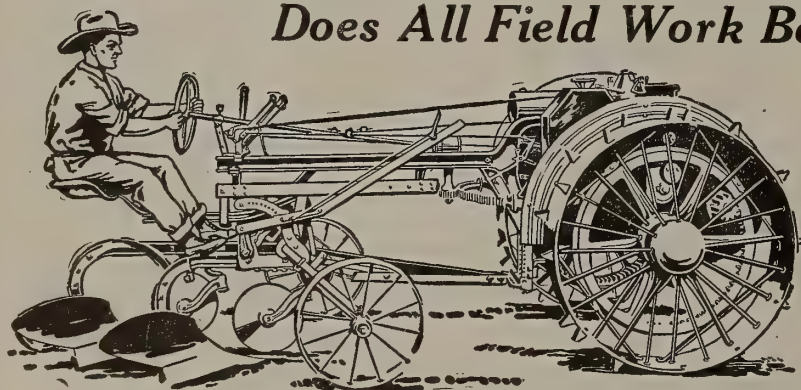
### Aliens in United States

Figures compiled by the U.S. Government show that the total number of alien inhabitants of the United States, of nationalities with which that country is at war, or which are allied with Germany, to be 4,662,000, constituting 4½ per cent of the total population of the country. Of this number 2,349,000 are German. The number of males over 21 is 964,000.

# A Real One-Man Tractor— The Moline-Universal

Built by the Moline Plow Company, Moline, Ill., U.S.A.

*Does All Field Work Better and Cheaper  
Than Horses*



Plowing  
Harrowing  
Mowing  
Harvesting, etc.

Discing  
Drilling  
Haying

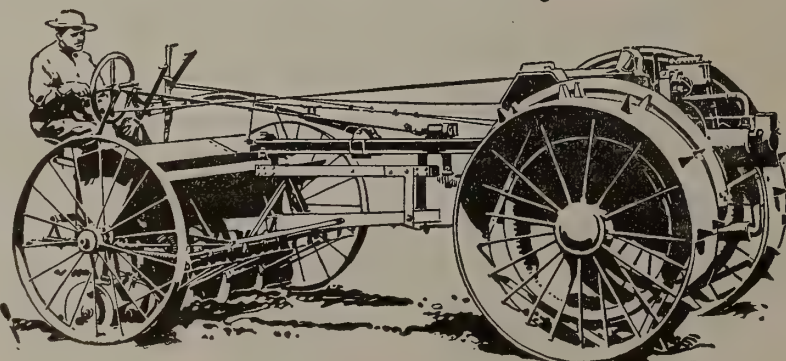
Tractor equipment is complete with plows and rear carrying truck.

Plows not charged extra.

*Write us at once for our Agency Proposition  
The Moline Universal is in a Class by Itself*

**Powerful as Five Horses—  
Costs Less than Four Horses**

This tractor not only plows, but does all farm work that horses can do, besides supplying power for belt work. It is not a big, heavy, cumbersome tractor, that plows while your horses loaf and eat, then leaves the rest of the work for your horses to finish; but a tractor that does every job a horse can do—does it better—faster—easier and cheaper.



The Moline-Universal is manufactured by a company with \$19,000,000 paid-up capital, who will absolutely stand back of it. 7,500 tractors are now in operation and the demand is so great that the largest tractor plant in the world is building over 20,000 of them for 1918. Write to-day for free booklet giving full description of the One-Man Moline-Universal Tractor.

*Distributed in Western Canada by*

For ALBERTA:  
GENERAL SUPPLIES LIMITED,  
122 Eleventh Ave. West,  
Calgary, Alberta.

For SASKATCHEWAN:  
UNIVERSAL TRACTOR CO.,  
406 Canada Bldg.,  
Saskatoon, Saskatchewan.

Large Stocks and  
Repairs carried at  
principal points

For MANITOBA:  
ANGLO-CANADIAN ENGINEERING CO., LTD.,  
801 Union Trust Building,  
Winnipeg

A Money Maker  
for the Dealer in  
any Territory



## Converting the Used Car

One of the most interesting developments in connection with the automobile has been the rapid growth of the commercial body business, and at the same time the development of car attachments for economically converting an ordinary automobile into a convenient and serviceable truck, with a carrying capacity equal to the demands of the great majority of motor truck users.

The used pleasure car has become a great factor in automobile selling. The market value of a used car is low. Its owner must sacrifice several hundred dollars in the transferring of his car as part payment on a new model. The engine or gears may not be impaired to any great extent—in fact, may be perfectly good—but the moment a car is tagged as “used” its value drops greatly. It is a symptom of “motoritis” that the autoist is never satisfied with his car. He wants the newest model of the same make, or the latest “whizzer” on the market. Like the baby in the soap advertisement, “he won’t be happy till he gets it,” with the result that the market is glutted with used cars. At the end of three years’ service the average car is worth very little in comparison with its

original cost. Here obtrudes the value of the commercial body.

If a man wants to get a new car, why should he not discard the touring body and at relatively low expense and fit upon the frame of the old car a type of truck body which will be of use to him in his business. If he is a farmer the uses of a light truck for him are many, especially in trips to town, in bringing in produce and bringing home goods. The small town merchant by this means gets a delivery car at low cost, the well driller and plumber have a means of transporting men and materials to a job, the implement man can load his sample engine, cream separator, grinder or fanning mill on the truck and strike out in his territory on a tour of demonstration.

As a matter of fact, in any line of business whatsoever, where light or medium weight goods are transported there is an unlimited use for the adaptation of the commercial body in its many styles to suit the needs of the purchaser. They made be made in plain box style, with panels and tops, as enclosed bodies for store delivery, with stock racks, and so on. The jobbers in this

class of goods usually can supply a very wide range of types of these bodies. In selling such bodies the implement and automobile dealer can build up a good trade. They are simply fixed in position and the operation requires no mechanical assistance.

The truck forming principle is another development. Primarily these truck making attachments were made in units adaptable to the Ford car. With a Ford chassis a ton truck was procured at a reasonable cost. Attachments are now on the market for such cars as the Maxwell, Buick, Overland and Chevrolet. Universal units, adaptable to any car, are spoken of as being possible in the near future. The method of attachment for these units is usually that the rear axle of the car is used as a jack shaft for the necessary chain drive. The gear ratio is such that 15 to 18 miles an hour are attained, while 90 per cent of the load is carried on a rear dead axle. In some of these attachments heavy truck springs

are supplied; the rear wheels, brake arms, brake rods and drums are removed from the automobile and the special frame and rear axle applied. The chain drive gives the same principle of traction as in a truck. With several of these truck units it is very easy to change over the old car. No hot rivetting is necessary and no welding; the job can be done in two hours. It would seem that in such installations the use of demountable rims and oversize tires would give best results. At all events, these units bring into the motor using class thousands of business men who could not formerly afford to own a commercial car.

### A P & O Appeal

In an appeal to their employees the Parlin & Orendorff Co., Canton, Ill., embody the following in a pamphlet:

Every item of material being gotten out at this plant is needed by the farmers and the government to help win the war and bring peace to the whole world.

## Shinn-Flat

(Formerly Known as National Flat)

- 1 Shinn-Flat is the greatest scientific Lightning Conductor ever devised. It is the only flat cable made in North America.
- 2 With Shinn-Flat, it is possible to apply Concealed Protection to buildings when being built, putting it under the siding or stucco.
- 3 Shinn Short Points are very popular with owners of fine homes. They are inconspicuous and readily harmonize with the architecture.
- 4 Shinn's 4-Legged Brace is the only brace that will not allow the top to become wobbly and fall over. It holds it straight up all the time.
- 5 Shinn's Cash Bond, behind every installation of Shinn-Flat, protects the property owner and makes it easy to sell him Shinn-Flat Protection.

Write for territory and terms at once

Cushman Motor Works of Canada, Ltd.  
Whyte Ave. and Vine St. Winnipeg, Man.

**Lightning Can't Strike IF Shinn Gets There First**

## DEALERS: Place Your Contracts Now For STEWART SHEAF LOADERS

Every person should see that a Stewart Sheaf Loader is used when he threshes his grain.

It will not only save a number of men, wagons and horses, but it picks up and saves all the loose grain about the stooks which pitchers would leave wasting on the ground. There are more than 2,000 satisfied owners and users in Western Canada.

As material is scarce our output will be limited, so get your orders in early.

WRITE US FOR AGENCY PARTICULARS

SAVES  
GRAIN,  
MEN,  
TEAMS,  
TIME  
AND  
MONEY

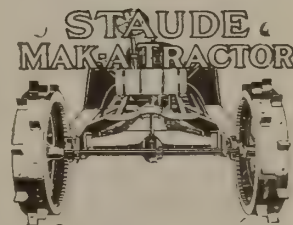


SOLVES THE  
HELP PROBLEM

We are also Canadian Manufacturers of the STAUDE MAK-A-TRACTOR, an Attachment for Ford Cars, of any design of body, that will do the work of FOUR GOOD HORSES.

This makes the best small Tractor on the Market, as the Ford Car furnishes better Motive Power than any Tractor made. Any boy, girl or woman can operate it. Cost complete, F.O.B. Winnipeg, \$265.00.

Good working arrangements offered dealers. Write for particulars to Western Canada Auto Tractor Co. Ltd., Moose Jaw, Sask.



**THE STEWART SHEAF LOADER CO., LTD.**  
470 MARTIN AVENUE  
WINNIPEG, MAN.



### Fat Content in Cream

Experimental work at the Ontario Agricultural College as to conditions at the time of separation which affect the percentage of fat in cream showed the following rates:—

1. An increase in the temperature of the milk from 70 degrees to 85 degrees and to 100 degrees F. at the time of separating, with four-hand machines, caused a decrease in the average percentage of fat in the cream from 43 to 41.6 to 39.5 respectively. Similar results were got with a belt power machine and with a steam turbine, when the cream screws were set to give a cream testing from 30 to 40 per cent fat. When the cream screw on the turbine machine was changed so as to produce a cream testing 50 per cent fat, the temperature at which the milk was separated (80 degrees to 140 degrees F.) had little or no effect on the fat content of the cream.

2. When hand cream separators were run at an average of six revolutions of the handle per minute below normal speed, the

effect was to lessen the percentage of fat in the cream an average of 4.5 per cent, and to cause a greater loss of fat in the skim milk. On the other hand, when the speed was increased six revolutions of the handle per minute above normal speed, the cream tested an average of six per cent higher in fat. A fairly general effect of varying speed on a cream separator is, an increase of one per cent fat in the cream for each increase of one revolution of the separator handle above normal, and a corresponding decrease in fat percentage for speed below normal. For uniform tests of cream the speed should be as uniformly normal as possible. Any variations in speed cause a variation in the test of cream.

3. When a uniform quantity of either water or skim milk is used for flushing the cream from a hand separator bowl, after creaming varying quantities or weights of milk, will cause a variation in fat percentage of the cream. In tests with four makes of machines, and where one quart of warm water was used for flushing the bowls after separa-

ting 100 lb. of milk, and allowing all the flushing to run into the cream pail, the average percentage of fat in the cream was 42; under similar conditions, but separating only 50 lb. milk, the average test of the cream was 41.1 per cent.

Where one quart of skim milk was used after separating 100 lb. and then 50 lb. whole milk, the cream tests were respectively 42.4 and 41.9 per cent fat.

### Order Now

There will probably be an unprecedented demand for repairs this spring and delays and disappointments will be unavoidable. The bulk of the repair business on tillage implements, aside from such parts as shares, moldboards, etc., is made up of malleable castings. Dozens of malleable foundries throughout the country are closed for lack of molders and those in operation are literally swamped with orders.

Aside from the shortage of materials and scarcity of help, the transportation system of the country is staggering under a burden of traffic heavier than it has ever before been called upon to carry. Delayed shipments will be the rule rather than the exception next spring. The dealer or farmer who delays ordering implements until the rush season comes on will have cause to repent of his dilatoriness.

### Every Man to His Own Job

The farmer generally is skeptical about the novice who starts farming, yet you will find all over the country scores of farmers who want to get into business—especially the implement business. In this line, as in other lines, the farmer cannot believe that the leader of the orchestra at one time played second fiddle. They think that any man can buy and sell goods, and perhaps a majority of the commercial failures to-day may be traced to lack of knowledge on the part of the owner.

A farmer may have used implements, yet that does not qualify him to sell implements. It is all right knowing the goods, but first of all a man must know business. The men who have made good in the implement business have done so by experience of buying and selling, of financing and of controlling a business with a due knowledge of all the costs involved. A man cannot become a successful farmer in a month or two, and a farmer cannot become a successful implement retailer by simply entering the implement business. Knowledge born of experience is essential for either venture.

### Continuity in Advertising

The really potent thing in advertising is cumulative effect. Every business man will agree that even poor and mediocre advertising persisted in pays, and pays handsomely. You know, on the other hand, that spasmodic advertising, even the best kind, has only a temporary effect, and that the effect is seldom of sufficient force to pay. The splurger makes his splash, the ripples die out, and the surface becomes calm and serene. He loses because his advertising is not kept up continuously. There is no substitute for continuity in advertising in the farm machinery business.

The line of machines, however good, with whatever excellent features in design, that are only advertised every few months, or only appear in publicity matter at seasonal periods, lose their hold on the buyer. Continual advertising means continual contact, and the high-grade machine, if only advertised spasmodically, drops from the mind of the purchaser, while a possibly inferior machine, which is advertised steadily the year round, by its continual intimacy with the purchaser through the printed pages, will sell in greater quantities.

The man who says that he cannot fill the orders he has and need not advertise, forgets the future. The time will come when he may want orders for the goods on hand. He usually has another excuse—that trade is so dull it is no use to spend money in advertising. Both conceptions are erroneous. When we cannot fill the orders, it is more imperative than ever to keep up the interest of the purchasing public in our goods, so that when they buy later they may remember our lines. When trade is dull advertising is a dire necessity, for hundreds of thousands of businesses have proven that advertising is the one great tonic for run down business. Again we repeat, there is no substitute for continuity in advertising farm machinery and equipment.

A cultivator with a flexible tongue may be an excellent tool, but a woman with similar equipment is much to be feared.

Are you learning that great lesson of the hour? Have you organized yourself in such a way to bring out your greatest efficiency?

It may be all right to be a good fellow down town, but there are lots of women who would like it if their husbands began by being good fellows at home.



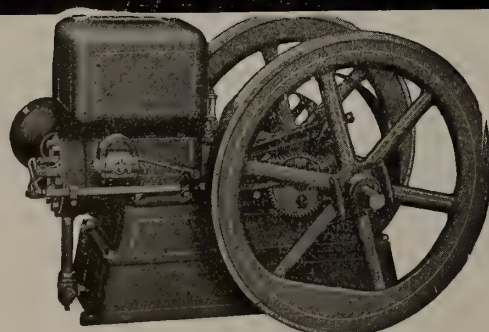
## Mr. DEALER Cater Can Sell You

Wood or Iron Pumps cheaper  
than any one in the West.

GET HIS PRICES BEFORE YOU ORDER

Brandon Pump & Windmill Works  
BRANDON MAN.

## "JUMBO" GASOLINE ENGINES and FEED MILLS Get the Business



Made in Sizes: 1½, 2½, 4½ and 6 H.P.

Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. Get the Agency.

### "LITTLE JUMBO" FEED MILLS

Efficient, durable, strong. All steel construction. Wide range capacity—from 10 to 30 bus. per hour. Any engine from 1½ to 4 h.p. will operate them. Two sets of 6-inch burrs supplied with every machine. Fine adjustment for work. Meet, and beat, all competition.

MANUFACTURED EXCLUSIVELY BY

Nelson Brothers Company, Saginaw, Mich., U.S.A.

Western Canadian Jobbers

Tudhope-Anderson Co., Ltd.

WINNIPEG REGINA SASKATOON CALGARY



# Are You Interested in a Real Tractor?



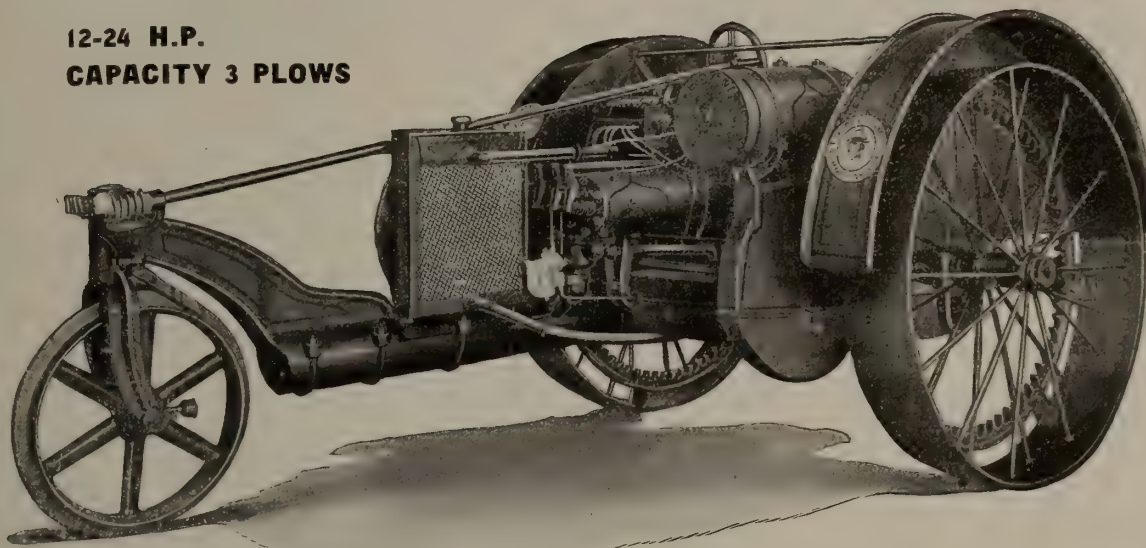
## HAPPY FARMER TRACTOR



12-24 H.P.—The Perfect Kerosene Burner

Turns in  
its own  
tracks—  
right  
or left.  
Uses  
kerosene  
or  
distillate

12-24 H.P.  
CAPACITY 3 PLOWS



HAPPY  
FARMER  
TRACTORS  
ELIMINATE  
COMPETITION  
WHEREVER  
INTRODUCED

### WHY "HAPPY FARMER" DEALERS WIN SUCCESS

They sell a tractor with every unit of construction absolutely the best that can be produced. The Happy Farmer has a record of making good everywhere. It has been adopted as their standard by the French Government, who now own several hundred Happy Farmers. Thoroughly standardized, an up-to-date, time-tried tractor, with an established reputation for unvarying efficiency. We support our dealers with real sales co-operation and help them give service. This is why one dealer writes: "I HAVE NO COMPETITION."

### Meets the Demand—in Size, Power, Efficiency, Quality, Price

Built for service and reliability. The twin cylinder cast en bloc motor gives a guaranteed power of 24 H.P. on the belt, 12 H.P. on the drawbar, at  $2\frac{3}{4}$  m.p.h. Motor is completely water-jacketed, insuring full power with every compression stroke. One piece, unbreakable cast steel frame. Mechanical force feed oiling. Atwater Kent ignition. Cut steel

spur gears. Double drive on rear wheels. HYATT ROLLER BEARINGS THROUGHOUT in dust-proof cages. Automatic steering. Swinging type drawbar—no side-draft. Total weight, 3,700 lbs. With its exclusive and original features the Happy Farmer will be the dealer's tractor opportunity this year.

### A Valuable Agency—but Act Promptly

Dealers who want to get into the big drive for tractor trade this spring should get in touch with us right away. Get the Happy Farmer contract, and make certain of having the tractors when the farmers need them. The dealer with the goods is the dealer who will get the business. Let us show you our money-making proposition.

We also handle Grain Separators and Power-Lift Engine Plows. The Happy Farmer lines will increase your business. Get full particulars.

### HAPPY FARMER COMPANY, LIMITED

References: Bank of Montreal  
(OPPOSITE POST OFFICE)

225 CURRY BLOCK

WINNIPEG, MAN.

Branches and Service Stations:

Corner 7th and Halifax  
REGINA, SASK.

THE TRACTOR CO.  
SASKATOON, SASK.

Perfect Balance  
Simplicity  
Light Weight  
Accessibility  
Strength  
Short Turn  
Surplus Power  
Steel Cut Gears  
Running in Oil  
Hyatt Roller  
Bearings  
Self-Guiding in  
Furrow  
High and Con-  
stant Plowing  
Speed

Will do anything  
other tractors  
will do—and do  
it better.

Will do more and  
better work  
than the best  
horses.

Dealers selling  
Happy Farmer  
Tractors get  
the cream of  
the trade—and  
the net profits.

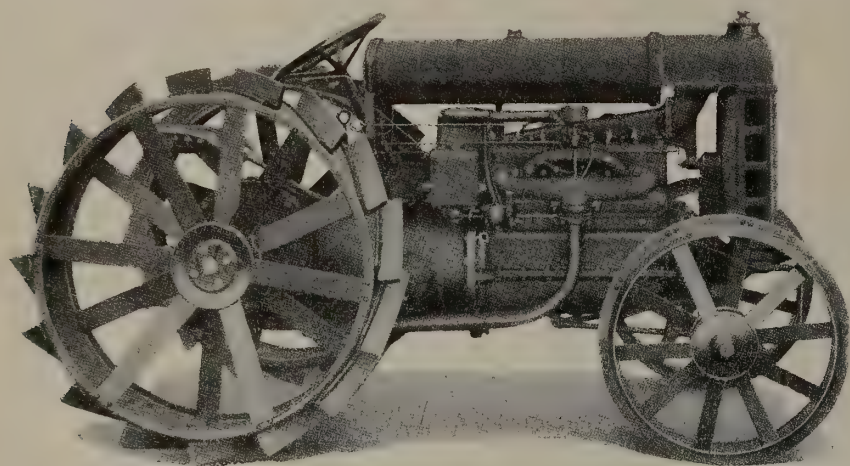


## Canadian Government Purchases Tractors

The Dominion Government has purchased a thousand Ford tractors at cost. They will, it is stated, be sold to Canadian farmers also at cost plus freight. Details of freight costs have not yet been worked out, but it is estimated that the average cost to the farmer, including freight, will be about \$800. In addition, the government has secured options on another thousand of the Ford tractors.

has placed an application for 300 and other applications are coming in rapidly and will be dealt with by the Provincial Agricultural Departments.

Press reports state that the arrangement whereby the tractors are sold to farmers at cost, plus the freight, is a special arrangement insisted on by the Ford Company. The matter of distribution costs should, we believe, have some effect on the price of



The Ford Tractor Purchased by the Canadian Government

Conditions of sale will be for cash only. The scheme of distribution still remains to be worked out in detail. In all probability, however, orders will be placed through provincial departments of agriculture.

Purchases were completed for Canada after tests made of the tractor by Hon. C. A. Dunning, of Regina, and J. D. McGregor, of Winnipeg, representing the minister of agriculture. Both Mr. Dunning and Mr. McGregor express themselves as fully satisfied with the work of the tractor and are convinced of its practicability, although, so far as we are aware, neither of these gentlemen is an expert on tractor construction and performance.

Already Ontario has asked for 100 Ford tractors, New Brunswick has asked for 50, Manitoba

these tractors, but no details are to hand as to how this necessary overhead expense is to be defrayed in the deal.

### Constructional Details of the Ford Tractor

Great interest is being shown by implement men in the news that the Canadian Government has purchased an exceptionally large order of Ford tractors from Henry Ford & Son, Dearborn, Detroit. We have had many enquiries as to the construction and capacity of this machine, so the description herewith, plus the illustration, should be of general interest at this time. Briefly, the Ford tractor has been in an experimental stage for some three years. It has several characteris-

tics, which are out of the common.

An examination of the tractor shows that in a great many instances parts which ordinarily perform but one function have been made to do the work of two or three parts. For instance, the crankcase, gear box and rear axle housing serve not only their regular purposes, but form the frame of the machine.

The engine is a 4-cyl. 4x5 in. L-head block type, which, according to data received is capable of delivering 22 h.p. at a compression of 60 lbs. absolute. The engine block is semisteel, also the crank case and pistons, which are 4 7/8 ins. long. The piston pin is 1 3/8 in dia., of chrome vanadium steel with a bearing length of 2 1/4 in. The three crankshaft bearings have interchangeable caps, bearings being 2 1/4 in. bore by 3 1/4 in. long.

A steel pinion on the crankshaft end meshes with a cast iron gear on the camshaft. These gears are helical. Camshaft has three bearings, each 1 15-16 bore. The cams are forged integral with the camshaft and operate directly on mushroom tappets. No adjustment is provided between push rod and the valve stem, the poppet valves being operated directly. These valves have a clear diameter of 1 1/2 in. in a lift of 5-16 in.

### Kerosene Fuel

Fuel is carried in an overhead kerosene tank having a capacity of 21 1/2 gallons, which is carried by supports. For starting, a gasoline tank holding one quart is provided. The vaporizing system consists of a single bowl carburetor in connection with the vaporizing manifold, in which the intake passes through a coil surrounded by the exhaust gases. All the air passes through an air washing device filled with water. First the kerosene is sprayed into the primary air, and after this mixture has been completely vaporized in the coil, the secondary air is added at a point above the coil.

### Novel Cooling

Neither a water nor an oil pump are used. The thermo-syphon system of cooling water circulation is provided, the water capacity being 11 gallons. Water jackets extend the entire length of cylinder down to crankcase flange. No hose connection is used between engine and radiator; the two are bolted solid.

Splash system lubrication; special inbuilt magneto ignition; and a multiple steel disc clutch running in oil are other features. Transmission gives three speeds forward, one reverse. Final drive is by worm and worm gear, enclosed in oil bath. Wheel spokes

are cast in hubs and rivetted to rims. The drivers are 42 in. by 12 in. face, with angle cleats; wheelbase 63 inches, tread between wheels 38 in. Plowing speed is given as 2 3/8 miles per hour, low speed 1 1/2, high speed 6 3/4 m.p.h. Tractor turns in a 21-foot circle.

On a hard surface the lowest point of flywheel casing is only eleven inches above ground. The Ford is said to pull two 14-inch plows in any soil, and is claimed to work steadily under a 1,500-lb. drawbar pull on intermediate gear, leaving a 25 per cent reserve of power. Total weight of machine is 2,500 lbs.

### Settlers' Autos and Tractors Duty Free

That settlers coming from the United States may hereafter bring their automobiles and tractors with them free of duty is provided in an Order-in-Council recently passed in Ottawa. The order reads:

"During the period of the war and until otherwise ordered, vehicles and implements moved by mechanical power, may be imported free of duty by a settler if actually owned abroad by the settler for at least six months before his removal to Canada, and subject to regulations prescribed by the Minister of Customs."

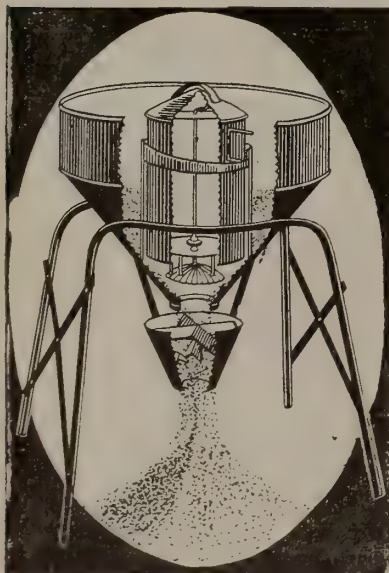
### Kiser Weds

C. E. Kiser, now manager for the J. I. Case T. M. Co., at Amarillo, Tex., was recently married to Miss Winnifred Beales at Lang, Sask. Mr. Kiser was well known by western dealers as formerly with the Weyburn branch of the Case organization. Mr. and Mrs. Kiser have taken up residence at Amarillo.

### Archibald in New Post

The Chalmers Motor Co., Detroit, Mich., have arranged with the Williams Motor Co., Winnipeg, to distribute the Chalmers cars in Manitoba. J. R. Archibald will be district representative for the Maxwell-Chalmers Co. Mr. Archibald is well known to many Western dealers, having been in the auto business for several years. For four years he was with the McLaughlin Carriage Co., appointing dealers and organizing territory, and for the past two years has been with the Maxwell company. He is an associate member of the Society of Automobile Engineers, one of the largest automobile organizations in the world.

Line up all repair orders.



Dealers: Increase Your Profits by Selling

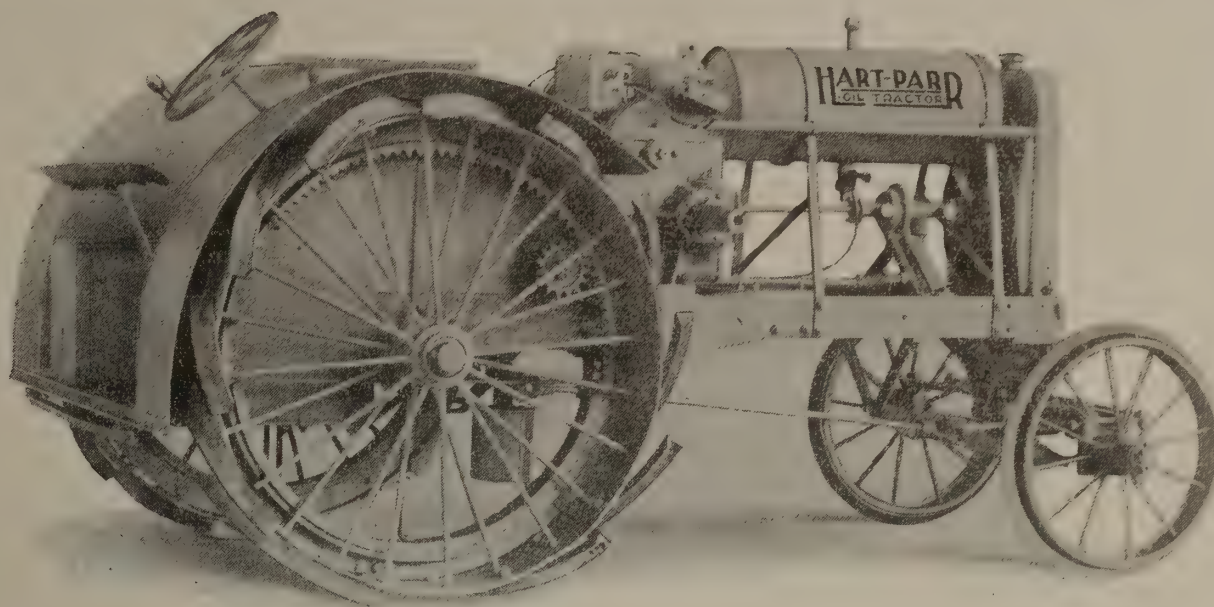
## "JUMBO" GRAIN PICKLERS

Sell on sight in any territory. All metal construction; efficient, compact and rigid. Capacity, 125 bushels per hour. Five bus. hopper, seven gallon tank. No pipes to clog. Turns over and treats the grain perfectly. Price in Manitoba and Saskatchewan, \$17; in Alberta, \$18. Liberal discounts to dealers.

Order at Once

WINNIPEG STEEL GRANARY  
AND CULVERT COMPANY  
WINNIPEG REGINA





## Important Announcement to Dealers

# DEALERS PROFITS DOUBLED

In the face of increased cost in the production of farm machinery the HART-PARR TRACTOR OF CANADA, LTD. have decided upon a new sales plan which enables dealers to buy at a price that yields practically double profits.

Our new plan is now complete. Our contracts are ready for live dealers, and delivery of tractors at tremendous savings can be made at once. Send for a contract to-day and full particulars.

### ONE DEALER IN A LOCALITY

Think what it will mean to you and your customers when you tell them that you offer lowest prices—because both dealer and farmer benefit by the remarkable savings our plan offers. Figure the turnover you can make when you have this exclusive agency in your locality. It eliminates your competitor, gives you the sales other dealers have worked up, and gives you the opportunity to make more money than you ever made before.

### PUT YOUR BUSINESS ON A CASH BASIS

The whole plan has been reduced to a cash basis. This eliminates the costly army of canvassers, collectors, credit system with its staff of bookkeepers and non-producing salaried men; and scores of other expenses that heretofore had to be included in the cost of tractors. If you now make 10 to 15 per cent on your sales we can show you that you will make two or three times as much profit on our plan.

### EXTENSIVE ADVERTISING CAMPAIGN

To make all the farmers in Western Canada acquainted with the HART-PARR TRACTOR we are about to enter into an extensive advertising campaign, using papers which will reach hundreds of farmers right in your locality. We will tell these farmers to look up our agent, and we will assist him in every way. You will have every advantage over other dealers—lower price—a well-known line—prompt deliveries—and helpful advertising.

### RESERVE YOUR TERRITORY NOW

*Applications will be considered in the order received. No matter if you have contracted for your 1918 line, we will help you*  
double your business.

# Hart-Parr Tractor of Canada, Ltd.

328 WILLIAM AVE., WINNIPEG

1618 EIGHTH AVE., REGINA



## Canada's Farm Implement Industry

By Colonel H. COCKSHUTT, President, Cockshutt Plow Co., in  
"Industrial Canada"

The effect of war-time influences on the agricultural implement industry as a whole has been marked. Both before and after the declaration of war, there was a trade depression. Recovery from this, however, was rapid, and for some time manufacturers in general have been unable to cope with the volume of business offering, owing to the unprecedented shortage of materials and labor. This general shortage

affects each line of manufacture; hence production has been much curtailed.

### The Freight Problem

The transportation companies, as one result of the depression, cut down their expenditure on rolling stock and in consequence soon found themselves unable to cope at all adequately with the situation. This occasioned delays in transit both of raw material and of finished products. And

during this period the demand for goods from all agricultural sections of the world was growing, making it increasingly difficult to take care of the business offering. The selling values of imple-

been raised, but up to the present time such values are not in nearly as high a ratio as the increased prices of raw material would warrant.

### Plants not Increased

There has been little or no alteration in the size of the plants of the different agricultural implement works in Canada, so far as I am aware. Production has not been as large as usual, since the export of implements to the war zone, so far at least as the central powers are concerned, has been impossible.

The outlook for trade for the immediate future is exceedingly good, both at home and abroad, but no one can with any degree of certainty anticipate what the result will be after the war. The economic conditions in most countries will need much readjustment, and it will be years before they are in anything like a normal condition. In the meantime, my opinion is that a splendid trade must of necessity come to Canada, where the natural resources, both developed and in process, are so great. I believe the expansion of this country in the next quarter of a century will be progressively steady, which should place us in a splendid position to secure our fair share of the world's business.

Many and varied problems face the implement industry, both now and in the future, at least until such time as some of our own resources are developed, fuel and other raw products being, perhaps, the most important ones.

### Immense Future Demand

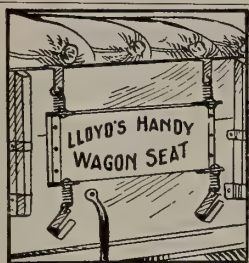
Summing up in a few words, I might say Canadian development should, after peace is declared, mean the rapid settlement of the land, causing increased demand for agricultural implements, and hence increased prosperity for all engaged in their manufacture. As agriculture is the basis of our country's prosperity and the source of food supply, it stands to reason that its development from a national standpoint is most important. Consequently the increased production necessary to meet the general demand for food supplies comes back to the manufacturer of farm tools who supplies the farmer with the necessary implements which will enable him to concentrate on more intensive farming. By building implements that can be easily operated to cultivate more soil without engaging more farm help, he is doing his share to advance the national interest. Much success has been achieved towards this end.

The implement industry is the foundation stone upon which agricultural success is founded.



COL. H. COCKSHUTT.  
President, Cockshutt Plow Co.

ments have not advanced in anything like the proportion of the cost of the raw material consumed in their manufacture. From time to time the selling price has



## A Specialty That Pays LLOYDS LOW-DOWN Spiral Spring Wagon Seat

The Wagon Loaded Carries 600 Lbs.

Fits any Wagon or Sleigh Box Made

No seat on the market equals them. Take up no box space. Give protection from wind and full control over team. Strong specially tempered coil springs give easy riding motion over roughest roads. Write for dealers' prices at once. Order your wagons less seats and supply the Lloyds. Sell on sight—anywhere.

MANUFACTURED AND GUARANTEED BY THE  
**WAWANESA WAGON SEAT CO.**  
WAWANESA, MANITOBA.



Going Home

## Dealers: Handle a Complete Line of Windmills



10ft. VANELESS Wood Wheel DIRECT STROKE  
pumping mill for same towers as furnished with  
our STEEL MILLS

We are adding to our WIND-MILL line this year a 5 ft. shallow well mill with 20 ft. and 31 ft. 3-post 5½ ft. GIRTED towers; also our improved type 10 ft. VANELESS mill for use with our new line of 5½ ft. girted 3 and 4-ft. towers.

A number of improvements have also been made in our 8 ft. and 10 ft. steel mills.

Dealers: We have the best windmill proposition we have ever been able to offer you this year. Our prices will be published to the Dealer only and were ready for mailing out February 15th. Consider our contract before contracting elsewhere.

A full illustrated circular will be ready for sending out with our new price list.

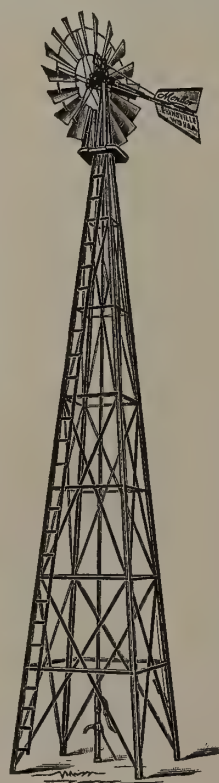
Apply for your territory at once, else it may be previously spoken for.  
Write to-day for full particulars.

## MANITOBA ENGINES, LIMITED

8th and Assiniboine Ave.

Business Phone No. 2943

BRANDON, MAN.



5ft., 8ft. and 10ft. STEEL  
BACK GEARED PUMP-  
ING WINDMILLS. With  
3 and 4 post 5½ ft. GIRTED  
TOWERS



Good tools for successful farming are necessary, and Canada can well be proud of this branch of the manufacturing industry, which has, and will continue to expand and develop for years to come, provided always that its interests are not affected by unfair or unjust legislation.

### Machinery Concerns Display Lines

During Winnipeg Bonspiel the various wholesale and manufacturing farm machinery concerns had on view attractive displays of their lines at their respective headquarters. The Waterloo Mfg. Co., Portage la Prairie, had a Heider tractor on view at W. Eddie's warehouse on Princess St., while the Emerson-Brantingham organization showed a tractor at the Tudhope-Anderson showroom.

In the vacant lot beside the Industrial Bureau, Manager Redden, of the J. I. Case T.M.Co., had on view and in operation a good display of the Case line, comprising four tractors, a Case engine plow and Case road making machinery.

Inside the Industrial Bureau we noted a well designed cultivator made by the Smith Cultivator Co., of Listowel, Ont. The Sawyer-Massey Co. showed one of their tractors, and the Happy Farmer Co., Ltd., a 12-24 h.p. Happy Farmer tractor. Guilbaults', Ltd., showed and demonstrated a Cleveland crawler type tractor; while in the permanent Ackland booth in the Bureau we noticed a 32-inch Hero fanning mill and an attractive display of wood goods, finished and in the white. The L'Air Liquide Society had on display in a very tastefully arranged booth their full line of gas generators and oxy-acetylene welding plants and supplies.

Visiting dealers showed great interest in the displays on view at the various warehouses, and all the companies report a good demand and satisfactory sales of their lines during the duration of the Bonspiel.

### The John Lauson Hanger

The John Lauson Mfg. Co., New Holstein, Wis., have just gotten out a large display hanger illustrating and briefly describing the new Lauson full jeweled kerosene tractor, which they are sending to all their dealers and distributors. Anyone interested can secure one by writing the company. The hanger is printed in red, black and green, on a white background, and presents a striking appearance.

### McDonald Western Manager for Briscoe Company

The Canadian Briscoe Motor Co., Brockville, Ont., announces the appointment of F. N. McDonald to the position of Western sales manager of the organization. Mr. McDonald, whose headquarters will be at 156 Princess St., Winnipeg, will have charge of all sales of Briscoe cars in the West. He is to institute a repair department, which will carry a full line of spare parts, while stock warehouses for repair parts will be opened in the larger centres throughout the West, so that dealers and customers will get prompt and efficient repair service.

Mr. McDonald, until the beginning of the year, was Western manager for the Canada Carriage Co., of Brockville. He is well and

favorably known to a great many Western dealers, as he was formerly on the road, out of Saskatoon, covering territory for the McLaughlin Carriage Co., and for some time had charge of the McLaughlin buggy business in Saskatoon territory. Although a young man, Mr. McDonald has had over twelve years automobile, implement and vehicle experience which should admirably benefit him for the responsible position to which he has been appointed. We wish him every success in his new sphere of action, as will his many friends in the implement and allied trades.

In order to pull advertising must be steady. If used only now and then it simply results in a succession of jerks, which is not good for any business.

### Large Foreign Order for Case

The J. I. Case Threshing Machine Company, Racine, Wis., has received an order from the French government for 2,000 gas-oil tractors with three bottom plows, and began deliveries last month. The 2,000 machines are of the 10-20 type. A large number of tractors of a heavier and more powerful type also will be built for France. The Case company recently shipped a large order of tractors and separators to Italy.



### LONDON CONCRETE MIXER, No. 4

Capacity 40 cubic yards per day. Price complete with gasoline engine \$240. Pays for itself in 15 days' use. Built to last a lifetime. Send for catalog No. 1 K.

Agents wanted in all Unoccupied Territory

LONDON CONCRETE MACHINERY CO.  
Dept. K, LONDON, ONTARIO.  
World's Largest Manufacturers of Concrete Machinery

# Carriage Factories, Limited

## OUR LINES:

### CARRIAGES

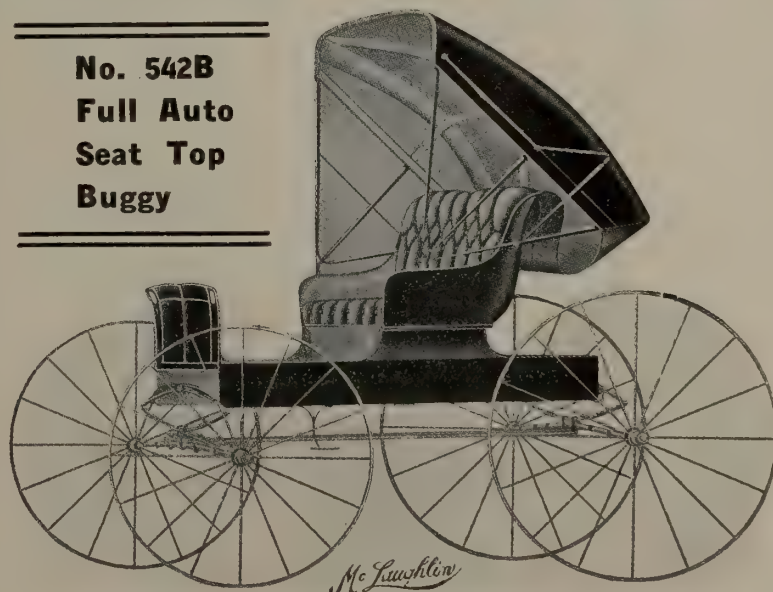
### CUTTERS

### HARNESS

### COMPRISING:

McLaughlin	-	-	-	Carriages and Cutters
Brockville	-	-	-	Carriages and Cutters
Munro & McIntosh	-	-	-	Carriages and Cutters
Heney & Co.	-	-	-	Carriages, Cutters and Harness

No. 542B  
Full Auto  
Seat Top  
Buggy



DISTINCTIVE STYLES  
EXCLUSIVE FEATURES  
SUPERIOR QUALITY  
ELEGANT FINISH  
POPULAR PRICES  
EXCELLENT SERVICE

55

Write us for Agency,  
Catalogues and Prices

## CARRIAGE FACTORIES, LIMITED

156 PRINCESS STREET, WINNIPEG

Distributing Houses:

MOOSE JAW

CALGARY

EDMONTON

SASKATOON



### Mumford with Happy Farmer Co.

A. J. Mumford has been appointed assistant manager of the Happy Farmer Co., Ltd., Winnipeg, succeeding J. D. Adshead, who has resigned. Mr. Adshead is no longer with the Winnipeg organization. Mr. Mumford is well known to the Western Canadian implement trade, having formerly been manager of the Toronto branch of the J. I. Case T.M. Co. He came West to their Saskatoon branch some two years ago, and has been in that city until his recent appointment to the important position which he now occupies. With long experience in the plow and tractor business, Mr. Mumford should be a valuable acquisition to the Happy Farmer Company.

The company states that in future they will have the distribution of Happy Farmer tractors

for the provinces of Manitoba and Saskatchewan, having service stations at Regina and Calgary, from which goods will be shipped to dealers.

It is understood that Mr. Adshead will form an organization in Alberta, and will have the distribution of Happy Farmer tractors in that province. The Happy Farmer Co. have a good stock of machines on hand and are ready to meet the heavy demand anticipated for tractors and plows this spring.

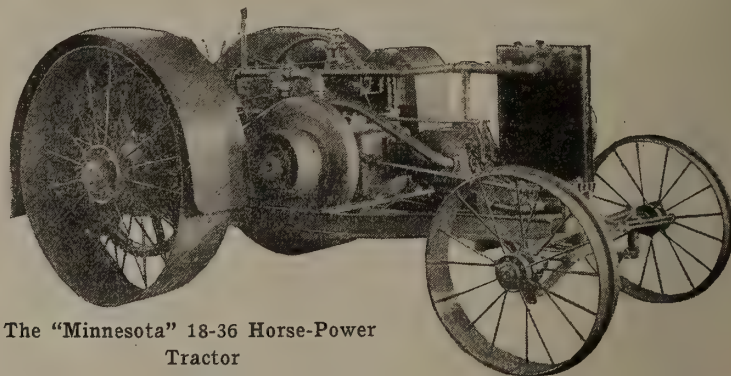
### The Minnesota Tractor

The Minnesota Tractor Co. have perfected a tractor weighing 8,000 lbs. and with a rated power of 18-36 h.p. This machine is called the Minnesota, and has some interesting features. Using kerosene or gasoline, the makers state that it will handle four plows or a 32-inch separator fully equipped. The essential features in this machine are claimed to be the outcome of ten years of study and experimentation on the production of a general purpose light tractor. From the illustration shown the machine appears very accessible. It is low set and the front axle is connected to the frame with a pivot design. One lever controls the movement forward or backward, the speed

being adjustable from  $2\frac{1}{2}$  to 7 miles an hour by throttle governor regulations.

The power plant, says the company, is the opposed engine of  $7\frac{1}{2} \times 8$  inches size, with a normal speed of 500 R.P.M. An eccentric movement controls the friction drive clutch, with belt transmission for power.

Force feed oiling is another good feature in design. The manufacturers have tried out this



The "Minnesota" 18-36 Horse-Power Tractor

machine, and say that it has done good work in practical tests. They are offering the machine to manufacturers in this line and claim that the machine has many valuable features which should ensure its success as a good medium size general purpose tractor.

Time for plow business.

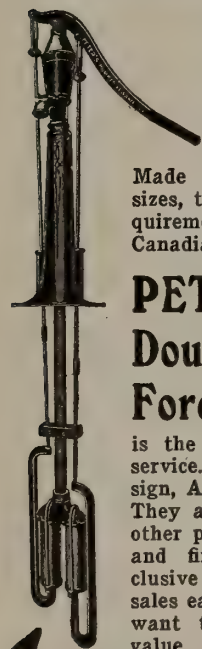
### Tractors Wanted in Scotland

Tractor demonstrations will be held in Scotland during April, under the auspices of the Board of Agriculture. In one area in that country fifteen types of tractor have been in use for the past year, of which ten are of American manufacture. It was found that the cost of plowing under favorable circumstances ran from \$4.85 to \$6.10 per acre, with-

out computing depreciation. Reports seem to indicate that the tractors used could not yet be depended on for efficiency and reliability under Scotch conditions. The following shortcomings are noted by the Board of Agriculture:

"The most common defects are inability to bear or evade sudden abnormal strain without risk of serious breakage, absence of springs, tendency to slip on wet or sandy soil, insufficient power, un-

## PETERS PUMPS



Gives More Water  
in Less Time with  
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

### PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:  
Get Peters'  
Pump  
Proposition  
for 1918

ALWAYS  
DELIVER  
THE WATER

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Milwaukee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

## PEERLESS PERFECTION

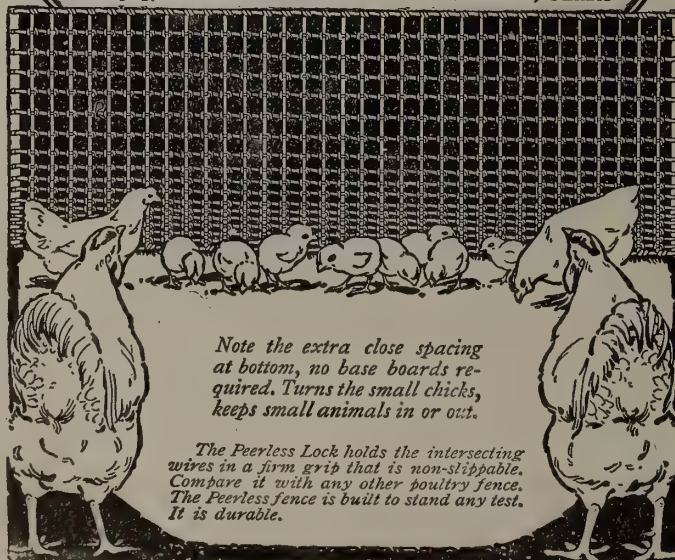
The fencing upon which you can build a reputation and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

### Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.  
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slipable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.



## Synopsis of Canadian North-West Land Regulations

THE sole head of a family, or any male over 18 years old, who was at the commencement of the present war, and has since continued to be, a British subject or a subject of an allied or neutral country, may homestead a quarter-section of available Dominion Land in Manitoba, Saskatchewan or Alberta. Applicant must appear in person at Dominion Lands Agency or Sub-Agency for District. Entry by proxy may be made on certain conditions. Duties—Six months residence upon and cultivation of land in each of three years.

In certain districts a homesteader may secure an adjoining quarter-section as pre-emption. Price \$3.00 per acre. Duties—Reside six months in each of three years after earning homestead patent and cultivate 50 acres extra. May obtain pre-emption patent as soon as homestead patent on certain conditions.

A settler after obtaining homestead patent, if he cannot secure a pre-emption, may take a purchased homestead in certain districts. Price \$3.00 per acre. Must reside six months in each of three years, cultivate 50 acres and erect a house worth \$300.00.

Holders of entries may count time of employment as farm labourers in Canada during 1917, as residence duties under certain conditions.

When Dominion Lands are advertised or posted for entry, returned soldiers who have served overseas and have been honourably discharged, receive one day priority in applying for entry at local Agent's Office (but not Sub-Agency). Discharge papers must be presented to Agent.

W. W. CORY,

Deputy Minister of the Interior.

N.B.—Unauthorized publication of this advertisement will not be paid for.



suitability for haulage on roads, complexity, imperfect automatic lubrication, and weakness of construction, tending to lack of durability."

In the Highlands considerable complaint is made of the tractor plows used, most of which, however, are of British origin. The following are some of the objections raised for plows as used in stony soil. Rigid plows are impossible, and what is required is that each moldboard should act independently of its neighbors. The coulters should be strong revolving disks, cutting to the full depth of the furrow, so that when any obstacle was met with the particular disk affected would rise over the obstruction, lifting the moldboard with it, and thus avoiding or at least greatly lessening the risk of breakage in plow and tractor.

Tractors of 16 to 24 h.p. (British rating), are wanted. In Scotland the 1918 harvest provides for the cultivation of 366,700 additional acres of land at present in sod. To do this tractors are urgently required, also plows with a design which will meet the conditions outlined herein. In this field there should be a good market for tractors and plows manufactured on this side of the Atlantic.

Some of the tractors advertised for sale in Scotland are: Wyles, Emerson, Mogul, Overtime, Bull, Wallis and Moline. Threshing is usually charged for on the day basis, in the majority of areas being approximately \$14 per day or \$8.50 per half day. Only an engine driver and separator attendant go with the custom outfit; the farmers supply all other requisite help.

## Henry Ford Tractor Tested in England

The British Board of Agriculture recently tested two tractors made at the Henry Ford works at Trafford, Manchester. The tractors were rated at 25 h.p. and were tested in plowing—a 2-furrow Oliver and 3-furrow Cockshutt plows being used. Sixteen inch shares were used at a depth of five and six inches. In the report of the experts present, the engines worked with ease, plowing an acre in 1½ hours with a consumption of 2 1/3 gallons of coal oil. The motor, said the report, was quickly started from cold on a small supply of gasoline; the tractor is easily handled and turns in a very small circle.

The engine was dismantled and examined in detail, and was found generally good in design and finish,

according to the statement by agricultural engineers. It was, however, thought that the driving wheels were a little light, but heavier wheels are being fitted. Henry Ford has placed his plans and specifications at the disposal of the British government with the understanding that British manufacturers might use them for the manufacture of tractors, provided the machines are not sold, but used by the government. The total loaded weight of the tractor is 2600 pounds.

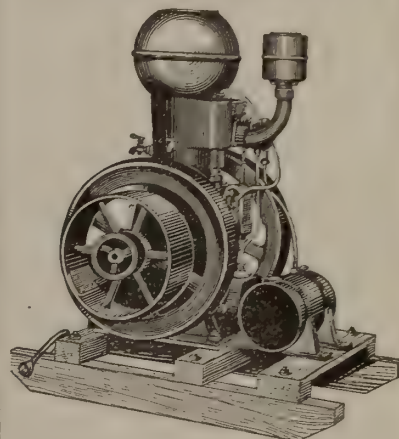
## The Brantford Cordage Hanger

We are in receipt of the very attractive 1918 calendar issued by the Brantford Cordage Co., Brantford, Ont. With a tasteful color scheme, this hanger shows a bird's eye view of the Brantford Cordage Co.'s plant—the only strictly Canadian binder twine and cordage factory. Interior views showing spinning jennies and the large storage warehouses are also in evidence, while prominent at the top of hanger is a photograph of Alexander Muir, author of the "Maple Leaf." In center is the Union Jack in colors. The dates are in good bold lettering and the hanger is one that will make a good appearance on the walls of the dealer's ware-rooms.

## The LISTER Line

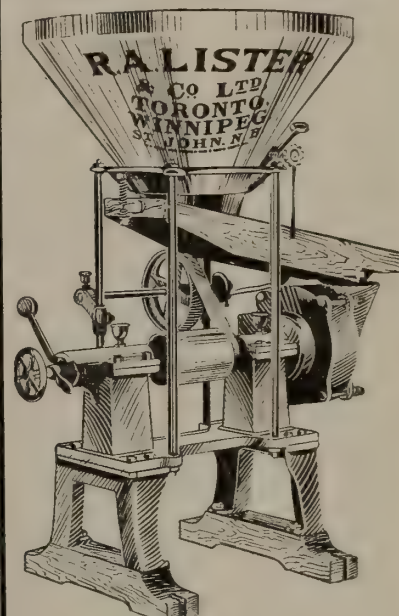
Means Good, Clean Profits  
for LISTER Agents

### LISTER ENGINES

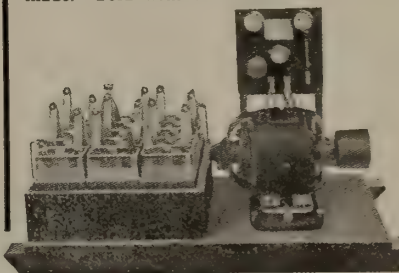


British built, durable; only the best materials. Shipped complete with skids. High tension ignition. Automatic lubrication. Made in 2, 3, 5, 7 and 9 h.p. sizes.

### LISTER GRINDERS



Very large capacity; easy running. Fine adjustment. Strong reversible plates. Guaranteed to grind more feed on the same power than any grinder of the same size made. Sold with or without base.



### Lister Storage Battery Electric Lighting Plants

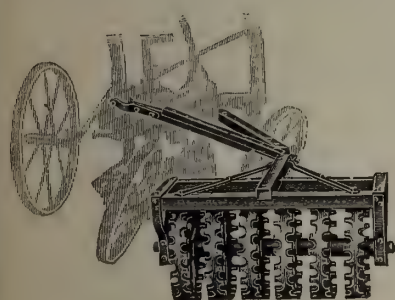
Very simple design; battery, generator and switchboard assembled on one base. No complicated mechanism. Anyone can run them. Your customer can use his own engine. Ask for full particulars and agency offer.

#### OUR LINE INCLUDES:

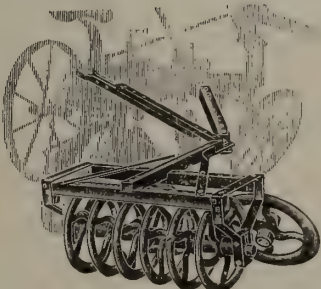
"Canuck" Gasoline Engines, Grain Grinders, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Sowing Outfits, Silos, Combination Threshers, Pumps, Pump Jacks, etc.

ASK US ABOUT ANY ITEM  
SOME GOOD TERRITORY OPEN

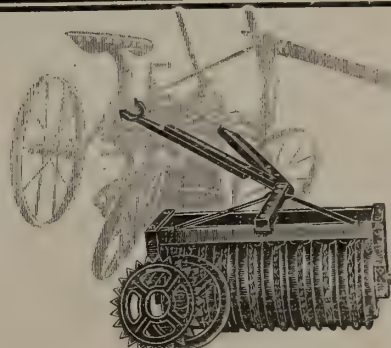
**R. A. Lister & Co., Ltd.**  
WINNIPEG  
Toronto Quebec St. John



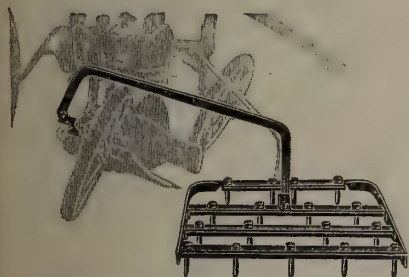
AS A SURFACE PACKER



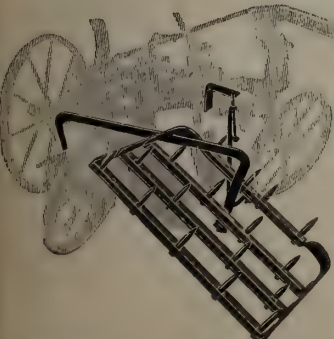
—A SUB-SURFACE PACKER



—OR A MULCHER



HARROW READY FOR OPERATION



HARROW TILTED FOR HANDLING ON ROAD

## DEALERS: SELL "Christiansen" Harrow and Packer Plow Attachments

The manufacture of drag harrows is restricted, and the demand for our famous plow harrows means big profits for our dealers. All styles of packers fit the same frame and dust-proof lubricated axle is an exclusive feature. All wheels interchangeable; patent hitch; no side draft.

Sole manufacturers in Canada of the famous Western Pulverizer. Every machine guaranteed. Write for prices and liberal agency offer.

### 3 MACHINES IN 1

A perfect seed bed is as important as to sow or plant. The Western Pulverizer, Packer and Mulcher makes a perfect seed bed and leaves a loose mulch on top to retain the moisture in one operation. It will double profits on crops. Made in 8 sizes. 1 and 3 sections. Sold to you on one year's trial.



We want every farmer and landowner to have our illustrated circular. It describes the machine, its principle and advantages over all others. It gives testimonials from many farmers proving what it will do on wheat, alfalfa and other crops. It contains valuable information on how to prepare the soil for better results. Send for this circular today, whether you want to buy or not.

**THE BELL AUTOMATIC SHOCKER LTD.**  
Implement Manufacturers, Winnipeg

EXCLUSIVE SALES AGENTS FOR THE CHRISTIANSEN LINE

**THE BELL AUTOMATIC SHOCKER, LTD.**  
331 AUSTIN STREET  
WINNIPEG, MAN.



**Avery Tractor Service Manual**

The practical use and care of an Avery tractor is made plain in the Avery Tractor Service Manual which has recently been published by the Avery Co., Peoria, Ill. This publication is in a convenient pocket size, so that it can always be kept accessible for reference by the Avery operator. It goes into detail regarding every working part of the machines, and while dealing with many technical matters puts it in under-

standable English which the average reader can comprehend. The book contains an even hundred pages. The reading matter is all made plain by numerous clear-cut illustrations. It is a publication which every operator of an Avery tractor will enjoy. It can be procured from the Canadian Avery Co., Winnipeg and Regina.

Efficiency, system, organization, these are the keys to success in business.

**BRADSTREET'S**

Established 1849—Capital and Surplus, \$1,500,000

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**C. G. SCHAFFTER, Supt.**

Commercial Travellers' Building, WINNIPEG, Man.

**Subscribers' Information Service**

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

H. P., Sask.—To get repairs for an Evans disc harrow you will have to write direct to the manufacturers, the American Seeding Machine Co., Inc., Springfield, Ohio.

N. H. K., Sask.—Repairs for a 20 single disc Monitor drill can be procured from the John Watson Mfg. Co., Winnipeg, Man.

F. M., Sask.—The Regina branch of the Ontario Wind Engine & Pump Co. carry some repairs for Flour City tractors. Write them giving full particulars of the parts required.

C. B., Man.—To get repairs for an Emerson fanning mill, write direct to the manufacturers, W. H. Emerson & Sons, Windsor, Ont.

J. D. T., Sask.—Regret to say that we cannot locate repairs for the Western disc. This harrow was formerly handled by the Western Implement Co., Winnipeg, and is now obsolete.

S. E. F., Sask.—Ten-inch plates for a Patterson Diamond Crusher can be obtained from the Winnipeg branch of the Tudhope-Anderson Company.

J. H. McL., Man.—We do not know of an engine called the "Canadian Boy." It

may possibly be sold by some mail order concern. Do you confound the name with the "Waterloo Boy" engine, sold by the Gasoline Engine & Supply Co., Winnipeg.

J. P. L., Man.—Sorry we cannot locate repair source for a crusher made by the old Western Implement Mfg. Co. Can any reader advise where these may be procured?

B. & P., Alta.—Monitor drills are manufactured by the Moline Plow Co., Moline, Ill. The John Watson Mfg. Co., Winnipeg, carry a full line of repairs for these machines. The Little Giant tractor is made by Mayer Bros., Mankato, Minn.

A. N. A., Sask.—Eclipse gang plows are no longer handled in the Canadian West. For repairs you should address the Madison Plow Co., Madison, Wis.

N. C. B., Sask.—The Ford tractors bought by the Dominion Government have no connection with the so-called "Ford" tractor formerly produced at Minneapolis. The former are made by Henry Ford & Son, Dearborn, Mich.

G. W., Man.—Regarding repairs for the Empire cream separator write the Cockshutt Plow Co., Winnipeg. Repairs for the Renfrew cream separators can be procured from the same source.

W. B., Alta.—K K 585 and K K 591 are bearing box tops for a Deere & Manson disc harrow. You can get repairs through the nearest branch of the John Deere Plow Co., Ltd.

D. N. McG., Alta.—The Imperial windmill is made by Mast, Foos & Co., Springfield, Ohio. Send direct to factory for a new pitman.

B. F. H., Sask.—For sprocket wheel for a Hoosier drill, write the Winnipeg branch International Harvester Co. of Canada.

W. C. H., Sask.—The Kingman Plow Co. are now out of business. The only location for repairs we know of is the M. & K. Brokerage Co., Kansas City, Mo.

H. D. F., Alta.—Round Oak stoves are made by the P. D. Beckwith Co., Dowagrac, Mich. You could get repairs through Bert Conway, P.O. Box 33, Regina.

S. & Co., Sask.—R D 202 is the inside bearing for disc shaft on a New Rotary Dutchman plow, made by Moline Plow Co. Repairs can be had from the John Watson Mfg. Co., Winnipeg.

E. C., Sask.—R 246 is a 7½-inch plate for a Rapid Easy grinder made by J. Fleury Sons, Aurora, Ont. You can get repairs from nearest branch of the John Deere Plow Co.

W. McA., Alta.—X 11 is the truing arm for a 10ft. Baker direct stroke windmill. For replacement write to the manufacturers. The Heller-Aller Co., Windsor, Ont.

**SELL WATSON'S HARROW CARTS**

Enables the farmer to ride while harrowing. Light, yet strong and durable. Seat set high, out of dust. Wheels have 3-inch concave steel tires—cannot collect dirt. Swivel axle design allows cart to turn with harrow. Removable boxings in wheels.

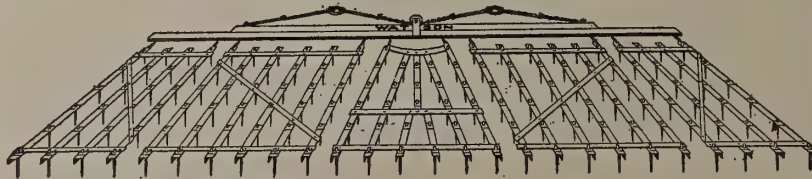


**WHEEL HEIGHT**  
36 inches

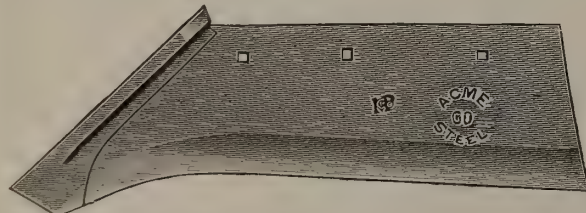
There's a big demand for our carts in any territory. Write us for full particulars at once.

**WATSON'S HARROWS will get you ALL the Harrow Trade**

Boss Wood and Steel Boss Harrows. Sizes: Wood—24 ft. Steel—24 feet. In steel boss type, tooth bars are of angle steel, cross bars all channel steel. Teeth held individually by steel wedges, are dagger shaped with the edges directly in line of draft. Are fitted with a pulley hitch evener. Light draft, exceptionally strong.

**STOCK GENUINE MOLINE "ACME" SHARES**

Get our prices first. Don't worry about duplicate shares for Moline Plows. ACME soft centre shares give perfect wear and can be sharpened any number of times. They are the original soft centre share and place the Moline plow in a class by itself. ASK FOR PRICES.

**THE WATSON LINE OF QUALITY GOODS:**

Whiffletrees	Wood and Pole Saws	Farm and Bush Sleighs
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Push Carts	Boss Steel Harrows	Roller Crushers
Barrel Skids	Feed Cutters (7 styles)	Warehouse Trucks
Horse Powers	Harrow Carts	Grain Grinders
Hand and Power Washing Machines	"Viking" Cream Separators	Pump Jacks

Get Latest Catalog and Prices

*John Watson Mfg. Co.*

311 CHAMBERS STREET, WINNIPEG, MAN.

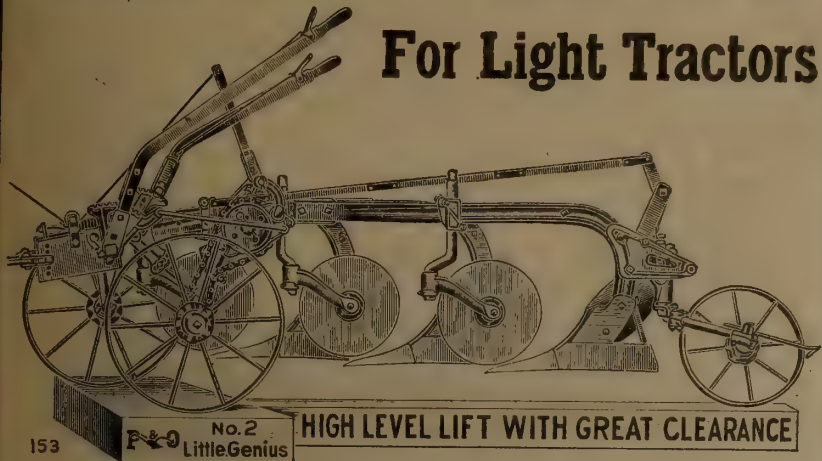
**Economy in War Time**

People should be brought face to face with present conditions and be required to observe sound rules of finance in these times, else what they earn will be consumed largely by extravagance, and merchants who are carrying the credit accounts may find themselves when their turn comes in the unpleasant position of having larger debts than usual in the uncollectible class. We shall wake up some day and realize that we are at war. The realization has not come yet. In the meantime, wholesaler and retailer must drive home the fact that the national defense is bound up with the soundness of our credit transactions, and that extravagant living at this time operates against sound national defense.





## Little Genius Tractor Plow For Light Tractors



**T**HE plow with which any tractor can make good. The plow that can make good with any tractor. The plow that stays on the job all the time, under all plowing conditions. The plow with which inexperienced plowmen can do 100 per cent efficient work. The plow whose splendid performance is a constant delight to the experienced plowman—that's the kind of plow the P & O Little Genius is.

### Power Lift

Operates on all three wheels. Operator has perfect control, the power lift device responding instantly and positively to the pull on the trip rope. Acts both as bottoms enter and leave the ground, throwing the whole weight of the plow on the bottoms as they go into the ground.

### Bottoms

The business end of a plow is its bottoms. The P & O Little Genius can be equipped with bottoms to meet the requirements of any kind or condition of soil. P & O Bottoms can be furnished in Stubble, Scotch Clipper (General Purpose) Breaker and Rod Breaker models. They are the result of years of study and experimenting, and turn the soil perfectly with the least amount of draft, which explains why the P & O Little Genius is a light draft plow.

### Other Features:

Pin-break hitch; heavy, full-throated beams; retreating levers; high-grade coulters; easy adjustments for securing proper depth and suction; dust-proof wheel boxes with hard-oil lubrication; wide clearance between bottoms, insuring good work in trashy ground; these and many other splendid features make the P & O Little Genius **THE** plow for use with any light tractor.

Made by **PARLIN & ORENDORFF CO.**, Canton, Ill., U.S.A.

**International Harvester Co. of Canada, Ltd.**

SALES AGENTS FOR CANADA

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REGINA			LETHBRIDGE



## GET TILLAGE BUSINESS WITH LESS WORK SELL THE DEERING Line

Disk Harrows    Spring-tooth Harrows  
Smoothing Harrows    Cultivators  
Scufflers    Land Packers    Drills

The **DEERING** Tillage Line Sells Easily  
Because:

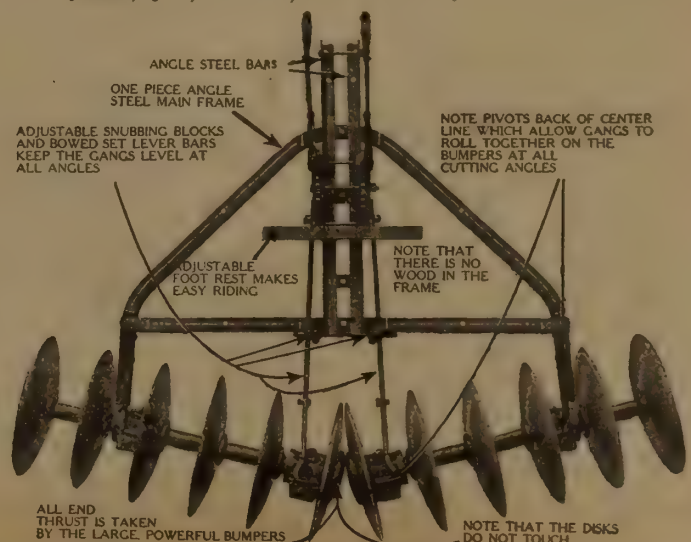
The line is complete  
You can suit every customer  
It is well and favorably known  
Every machine is built to last  
The implements all do good work  
We advertise widely in the selling season

For these reasons you can get more tillage business with less work when you sell the **DEERING** line. Next time you see him ask the blockman about our tillage sales plan that moves the machines for our dealers, or write the branch house to have the blockman call.

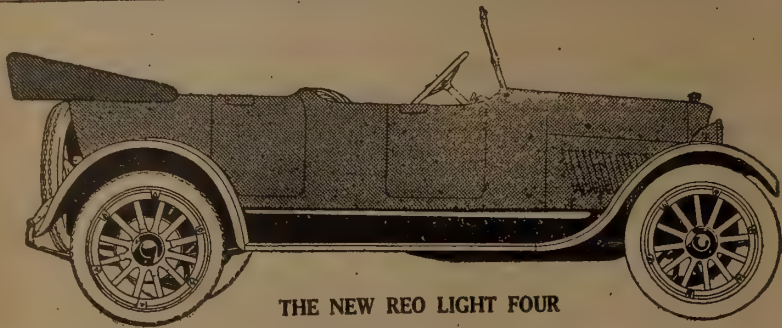
**International Harvester Co. of Canada, Ltd.**

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THE NEW REO LIGHT FOUR

## REO "The Gold Standard of Values"

Dollar for dollar, part for part, the Reo cars are equal to anything on the market at the price. From the dealers' standpoint, the ideal car to sell or to own. Ask us about the 1918 Reo cars and trucks.

## GRAY-DORT "The Quality Goes Clear Through"

The 1918 Gray-Dorts offer your customers 21 improvements and refinements that will appeal to every prospect. Power, Ease, Beauty and Reliability. Five-passenger touring car, three-passenger roadster, and the Gray-Dort Special. Get full particulars.

## PEERLESS "The Two-Power Range Car"

No car made has the ideally soft, smooth performance plus the rugged power and serviceability of the Peerless. For sheer inbuilt quality, the Peerless Eight is dominant in the field.

**DEALERS:** Ask for our Special Bargains in used cars and trucks. We have a few on hand, splendid values at snap prices. Don't delay, write us to-day

## JOSEPH MAW & CO., LIMITED

FACTORY REPRESENTATIVES

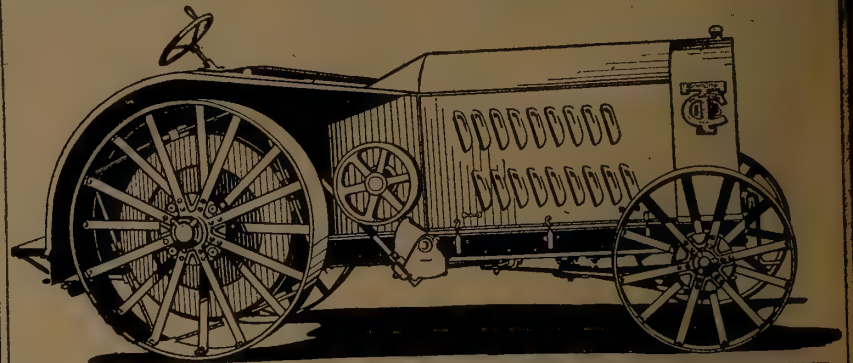
112-118 King Street Winnipeg, Man.  
SHOWROOM AT 400 PORTAGE AVENUE

## RELIABILITY plus REPUTATION

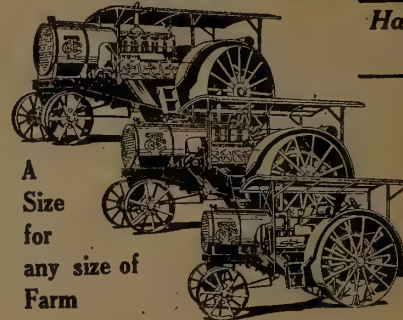
The price of most light tractors was advanced this year, so that duty removal will have little effect, but the price of the Twin City "16" for 1918 is the same as 1917, giving the best light tractor made at a reasonable price.

## The Twin City Line

OIL TRACTORS, 16, 25, 40 and 60 Drawbar H.P.



Handle a Line that brings you profits and not regrets



A  
Size  
for  
any size of  
Farm

A size for every size farm; one design but each the leader in its class. All sizes burn Kerosene, Distillate and Gasoline. "Twin City" Tractors are pioneers in the tractor field. They have stood the acid test of service during all the years of tractor development. For permanent, profitable tractor business ask for the Twin City Contract on Tractors.

Minneapolis Steel & Machinery Co. of Canada, Limited  
923 LOGAN AVE. WEST WINNIPEG

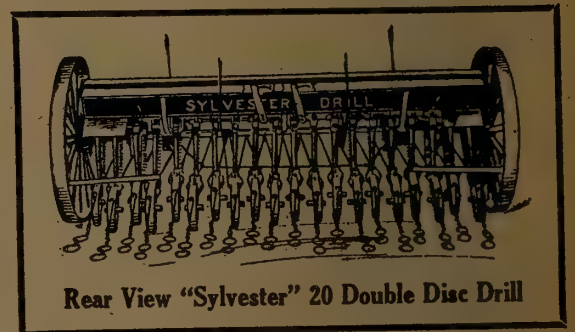
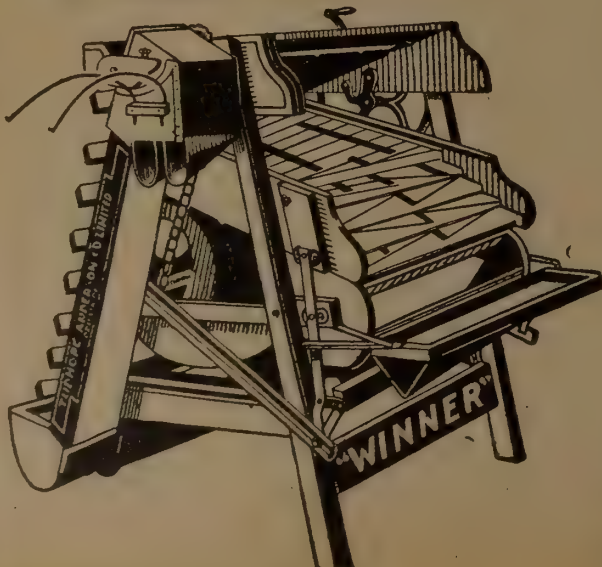
# TUDHOPE ANDERSON "SYLVESTER" DRILLS STAY SOLD

## The Drill that is different from any other

Sylvester drills deliver the grain in FRONT of the axle, and on the downward turn of disc. This ensures even distribution of seed and uniform depth, also perfect covering. Sizes—14, 16, 18, 20 and 22 discs. 14 and 16 sizes geared from one end; 18, 20 and 22 sizes geared from both ends. Equipped with grass seed box when ordered. Double disc drills have rubber tubes; single disc drills steel ribbon tubes. Ask for full particulars and prices of these perfect seeders.

## "WINNER" FANNING MILLS—A Fast Moving Line

Big Capacity—Perfect Work



Rear View "Sylvester" 20 Double Disc Drill

Made in three sizes: 24, 32 and 40 inches. Capacities from 30 to 80 bus. per hour. Guaranteed to have double the capacity of any other separator, and to do 75 per cent better work on all grain and seed. Help your customers select strong, healthy seed by selling them the "Winner." Get one on your floor—the demand will surprise you. Built right, works right, priced right.

## HANDLE A LINE WITH AN ESTABLISHED REPUTATION

It pays the dealer, in both profits and prestige, to represent the Tudhope-Anderson Line. Our goods are known everywhere for quality and enduring service. Ask for particulars of any item: Riding and Walking Plows, Disc and Tooth Harrows, Harrow Carts, Pulverizers, Haying Machinery, Gas Engines, Smut Cleaners, Fanning Mills, Grain Drills, Manure Spreaders, Cultivators, Wagons and Trucks.

## TUDHOPE-ANDERSON CO., LIMITED

Winnipeg Regina Saskatoon Calgary



# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 4

WINNIPEG, CANADA, APRIL, 1918

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10 Cents)



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Established 1865

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Reserve Fund 3,400,000  
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OF ALL KINDS

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The London Mutual Fire Insurance Co.

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## CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA  
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## DEALERS: WATSON'S REPAIR SERVICE WILL SAVE YOU MONEY

Complete Repair Stocks carried for MOLINE and JANESVILLE IMPLEMENTS

MOLINE PLOWS

(Best Ever, Good Enough, etc.)

MOLINE DISK HARROWS

(Economy)

MANURE SPREADERS

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MANDT WAGONS and FARM TRUCKS ADRIANCE BINDERS, MOWERS and RAKES

MONITOR DRILLS MOLINE ENGINE GANG PLOWS

ALSO REPAIRS FOR

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### THE WATSON LINE OF QUALITY GOODS:

Let us quote you on Harrows, Harrow Carts, Whiffletrees, Feed Cutters, Grain Grinders, Horse Powers, Pump Jacks, "Viking" Cream Separators, Hand and Power Washing Machines, etc., etc. Our prices will interest you.

*John Watson Mfg. Co.*  
LIMITED

CHAMBERS AND HENRY STREETS, WINNIPEG

## YOU MUST SERVE MRS. FARMER!

She Needs a Machine and she's going to get it.

WILL IT BE FROM YOUR STORE?

### "DOMINION" SEWING MACHINES

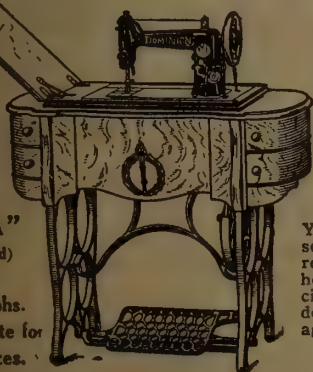
"VIOLA"

(Registered)

Cabinet

Phonographs.

Write for Prices.



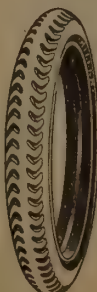
You can meet and beat any competition by selling "Dominion" Sewing Machines. Just read our warranty and description of the honest construction and fine mechanical efficiency of these machines. Ask for our special descriptive literature for dealers and our liberal agency proposition. It's a money-maker.

GET CATALOG AND PRICES

The Dominion Sewing Machine & Phonograph Company

300 NOTRE DAME AVE., WINNIPEG, MAN.

## Miller GEARED-TO-THE-ROAD TIRES



Agencies are now being appointed in Manitoba, Saskatchewan and Alberta. If you want to handle the best tire made in America write at once for particulars.

Western Canadian Distributors:

THE MILLER TIRE COMPANY, LIMITED  
155 PRINCESS ST., WINNIPEG, MAN.

H. G. Middleton, Sales Manager, 155 Princess St., Winnipeg, Man.

FACTORIES: AKRON, OHIO

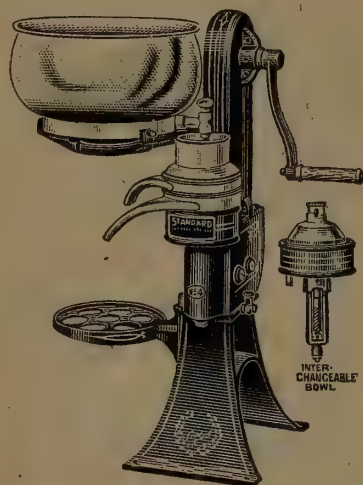
If you cannot get a Miller Tire in your town write direct to us.



# The COCKSHUTT Line and Bigger Business

**T**HERE is undoubted value and good will in a Cockshutt Agency. The man who bought a Gang Plow or other Cockshutt Implement which in service lived up to its expectations is open to conviction that your Harrow, your Drill and your Binder are of equal value to him. It means the least time and effort per sale and satisfaction and service to customers. Service that will hold them from year to year.

The Cockshutt Line includes implements for every farm and for every season. It means sales from January to December—no off seasons. We are ready to supply you with practically every implement the farm trade of your district demands, and further, we stand behind each sale you make to responsible parties with our broad guarantee of satisfactory service at the work for which each implement is intended.



Interchangeable capacity; when the herd increases, a small capacity machine can be converted into a large capacity by merely changing the bowl, supply tank, etc. The frame and mechanism is standard for all sizes and heavy enough to drive the largest bowl.

## The Renfrew Cream Separator

The "Renfrew" is just chuck full of good points that any farmer or dairyman can readily understand and wants in the separator he buys.

All the good points of the best separators—and a lot that are EXCLUSIVE patented RENFREW FEATURES which no other separator can use.

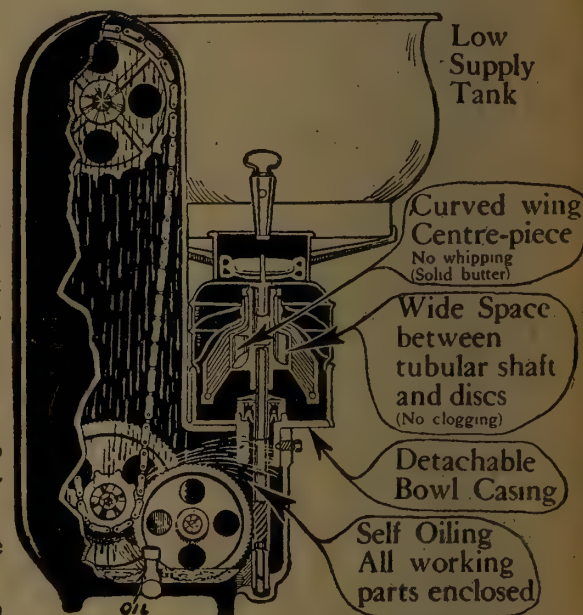
### EXCLUSIVE FEATURES:

Curved wing Bowl Centre, enabling skimming to one-hundredths of one per cent (.01%). The Renfrew gets "all the cream."

Interchangeable capacity; a real success, therefore imitated by others.

Self-Oiling System—you oil a Renfrew only once in about three months.

Patented Neck Bearing and Clutch attached to the spindle; easy running and freedom from injury.



The gears run in an oil bath and there is a continual spray of oil on every bearing and moving part, including the spindle. Pour a half pint of clean, fresh oil in reservoir every three months, that's all.

Have you been taking your competitor's dust on Cream Separator Sales? Get the Renfrew and turn the tables on him.

**WRITE TO-DAY FOR OUR SPECIAL DEALERS' PROPOSITION**  
*We will gladly give you full information on this line of big business getters*

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CUTTERS, ETC.



# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 4

WINNIPEG, CANADA, APRIL, 1918

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(Per Copy, 10c.)

## How War Conditions Have Affected U.S. Implement Industry

The following statement as to the effect of war conditions upon the cost of producing and distributing farm equipment and upon the purchasing power of farm products, and as to the status of the farm implement industry with special reference to present problems of farming and food production, has been prepared by the United States Farm Implements Committee of the Implement Industry, and the prices quoted are, of course, U.S. prices.

The implement industry, as it is commonly known, comprises factories large and small, manufacturing agricultural implements for plowing, planting, fertilizing, tilling, harvesting and threshing, including farm tractors, farm wagons and vehicles, cream separators, small engines for farm use and other farm operating equipment.

This industry is made up of several hundred different companies, ranging in size from a few thousand dollars to upwards of fifty million dollars capital.

Very few of these companies own their own raw materials. As a matter of fact, not over one rolls its own steel bars; not over five make their own malleable; and not over fifty, their own grey iron castings; and not over five own their own timber land. As a consequence the great majority of manufacturers of farm implements are wholly dependent on suppliers in the open market for their materials, and are, therefore, subject to the fluctuations of the market in the cost of their raw products.

### History of the Industry

This industry, developed by American inventive genius during the past century, has made possible the extraordinary increase in the products of the soil and has materially aided in the development of the general prosperity of the country. During all these years the manufacturers have largely financed the farmer in the purchase of his farm implements. This, together with the seasonal use of the product manufactured, has required a larger ratio of capital to sales than in almost any other branch of industry.

In addition, the investment in factory buildings, warehouses and equipment has been disproportionately large as compared with sales, because of the bulky and heavy nature of the products as well as the many kinds and sizes of machines needed to meet the demands of various localities, variety of crops and different soil conditions. In addition to the large plant and accounts and bills receivable investment, there is a large investment in country warehouses at various locations. These local warehouses have been established to facilitate the prompt supplying of machines and repair parts to farmers.

### Relation of Capital to Sales

The effect of all this is that the ratio of capital to sales for many years has been approximately two to one. In other words, two million dollars of capital in the form of capital stock, surplus and borrowed money is required to conduct an annual business of one million dollars. As a consequence 20 per cent profit on sales, as a general rule, will not yield over

10 to 12½ per cent profit on capital invested. This ratio varies, as may be expected, somewhat with the nature of the product of the factory and with the general prosperity and activity of the country.

### The Risk of the Industry

The manufacturer of farm implements must have his machines in the farmers' hands in time for the farmers' seasonal requirements. A delay of ten days or two weeks may cause the crops to be planted or harvested too late, and either cause the grain to be ruined by early frost or loss to be sustained by becoming over ripe. All this necessitates the manufacturer's estimating the demand before the knowledge of conditions has developed. He must purchase his materials many months in advance without knowing what the actual requirements will be. If the demand is poor, the machines must be carried over to another year. Interest charges must be met on the amount invested in the unsold machines and warehouse space must be provided in which to store them. Owing to the present high prices

of raw materials and labor, and the uncertainty of existing conditions, the existence of surplus stocks may result in very serious loss.

### Advance in the Cost of Materials

Raw materials essential to the manufacture of agricultural implements, together with fuel, labor and miscellaneous supplies, have greatly advanced in price because of the abnormal demand created since the outbreak of the war in Europe in 1914. Table No. 1 shows the prices of the principal iron, steel and timber products entering into the manufacture of agricultural implements, together with the price of fuel in 1914 and in 1918 and the percentage increase in prices in the latter year, as compared with the former.

It will be noted that the prices of iron and steel materials ranged from 144 to over 200 per cent higher in 1918 than in 1914 and lumber from 100 to 111 per cent. Steam coal screenings cost 250 per cent more last year than in 1914. The price of cotton duck is 334 per cent more in 1918 than it was before the beginning of the war. During the war period labor costs have also advanced, ranging from 40 to 60 per cent, due to the necessity of advancing rates of pay of workmen to enable them to meet the increased cost of living.

### The Price of Farm Implements in 1914 and 1918

With the constant increase in the cost of raw materials and labor it has been necessary to increase the prices of finished products in order to maintain the financial solvency of the farm implement industry. In the second table the percentage of increases in prices in 1918, as against 1914, are shown for the most widely used implements which may be considered representative of the industry.

Exact prices in this comparison are not given as they differ with various manufacturers and with freight rates to points of manufacture or delivery, also whether compiled on prices to dealers or to farmers, but the percentages of increase in either case, while not

TABLE 1

Article	Prices		Increase 1918 over 1914 Per Cent
	1914	1918	
Bar Steel, cwt., Pittsburg.....	\$ 1.15	\$ 2.90	152
Bar Iron, cwt., Chicago.....	1.07	3.50	227
Malleables, cwt., Chicago.....	3.25	8.00	146
Pig Iron No. 2 Southern, ton, Birmingham.....	10.25	33.00	222
Plow Steel—Soft Center, cwt., Pittsburg.....	4.50	12.00	166
Tool Steel—High Speed, lb., Pittsburg.....	4.50	2.25	350
Cold Rolled Shafting, ton, Pittsburg.....	34.00	83.00	144
Sheet Steel Blue Annealed, cwt., Pittsburg.....	1.40	4.25	203
Lumber—Yellow Pine, 3".....	30.00	60.00	100
Lumber—Oak 3".....	52.00	110.00	111
Foundry Coke, ton, ovens.....	2.32	7.00	201
Steam Coal Screenings, mine (ton).....	.60	2.15	258
Fuel Oil—gallon.....	.035	.07	100
Cotton Duck, yard.....	.32	1.39	334

TABLE 2

Article	1914	1917	Percentage Increase 1918 over 1914
	(cts.)	(cts.)	
14" Walking Plow.....	80	87½	94
16" Sulky Plow.....	85	92½	92
14" Gang Plow—2 Bottom.....	85	93	94
14" Engine Plow—3 Bottom.....	80	84	5
Riding Cultivators.....	90	98	8
5' Mowers.....	70	76	8
7' Binders.....	65	71	9
70 Bushel Spreader.....	60	68	13
Farm Tractor.....	45	60	33

TABLE 3

Article	1914	1917	Percentage Increase 1918 over 1914
	(cts.)	(cts.)	
Wheat.....	98.6	200.9	103
Corn.....	64.4	128.3	99
Barley.....	54.3	113.7	109
Rye.....	36.5	166.3	92
Cotton (lbs.).....	6.8	27.7	307
Potatoes (bu.).....	48.9	122.9	151



uniform with all manufacturers, is substantially correct. These percentages are shown in Table No. 2.

The variation in percentages is governed by the kinds of materials used and by the variation in percentages in advances on materials as shown in the preceding table. It will be noted, however, that the advances in prices of farm implements has been relatively less during the war period than the increase in the prices of raw materials entering into the manufacture of agricultural implements.

#### The Advance in Price of Farm Products

A striking contrast in this connection is afforded by a comparison of the increase in price received by the farmer for his leading crops during the period under consideration. Table No. 3, which has been compiled from the reports of the U.S. Department of Agriculture, shows the farm prices of the principal farm products December 1st, 1914, and December 1st, 1917.

#### Comparison of Prices of Farm Products December 1st, 1914, and December 1st, 1917

It will be at once noted when this table is compared with the one preceding that the prices received by the farmer for his crops have increased more since 1914 than the prices which he has paid for his farming implements.

#### Purchasing Power of Farm Products in 1914 and 1918

The significance of this relation and the relative advantage of the farmer at the present time, as compared with the pre-war period, becomes evident when an analysis is made of the purchasing power of the farmer of agricultural machinery in terms of present day prices of farm products, as compared with those prevailing in 1914. Table No. 4 sets forth a comparison of the approximate purchasing power of im-

	Wheat		Corn	
	1914	1918	1914	1918
Year	1914	1918	1914	1918
Price	98.6	200.9	64.4	128.3
	bu.	bu.	bu.	bu.
14-in. Walking Plow	13.8	12.8	21.3	20.
14-in. Gang Plow	67.	63.	102.5	99.
14-in. Engine Plow	121.	109.	186.	171.5
6-ft. Disc Harrow	26.4	25.6	40.8	40.3
Corn Planter	43.	37.	66.	58.
Riding Cultivator	28.	26.8	43.	42.
5-ft. Mower	45.	38.8	69.	60.8
7-ft. Binder	128.	108.	196.4	169.
70-bu. Manure Spreader	121.	100.	186.	157.
Farm Tractor	867.	684.	1327.	1071.

portant farm products on December 1st, 1914, and December 1st, 1917, by showing the difference in quality of farm produce needed to purchase various implements.

The significant fact disclosed by this comparison it will be at once noted, is that smaller quantities of farm products are required at present prices to purchase agricultural implements than were required to buy the same implements before the war.

#### Summary Analysis

Stated in a concise form, the general tendencies in the production and sale of farm implements since the outbreak of the present war, as disclosed by the foregoing statistics, have been, as follows:

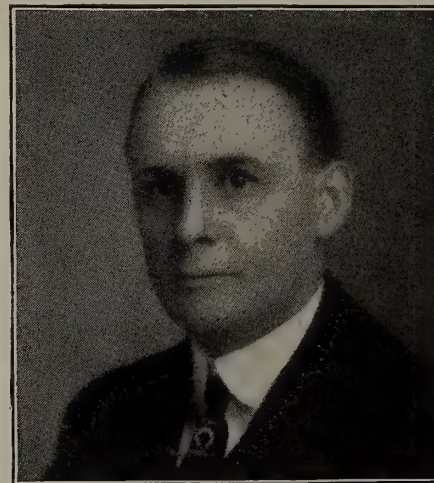
- (1) There has been an extraordinary advance in the prices of materials and labor used in the manufacture of farm implements.
- (2) Because of these price advances manufacturers have found it necessary to increase the prices of their finished products.
- (3) There has been an increase during the same period in prices received by the farmer for his products which has been proportionately greater than the advance in the prices which he has had to pay for agricultural implements and which has placed the farmer in a more advantageous position in the purchase of farm implements than he was before the beginning of the war in 1914.

Idle curiosity seldom prompts a man to look for a job.

#### O.S. Comer Appointed Assistant to Foreign Sales Manager

This is to introduce to our readers Mr. O. S. Comer, of the J. I. Case T. M. Co., of Racine, Wisconsin. Mr. Comer is a very energetic and progressive implement man and his hundreds of friends throughout the United States and Canada will be pleased to learn of his promotion.

Mr. Comer has been with the Case Company for seven years and knows the business from A to Z. In 1910 he joined the organization, signing up as a collector



O. S. COMER

at the Indianapolis, Ind., branch. He was next appointed assistant collection manager of the Syracuse, New York, branch.

From assistant collection manager of Syracuse, N.Y., he was promoted to general collection agent at Harrisburg, Pa., branch. Comer gathered much sales information and knowledge about the company's products in the field, so he was advanced to the sales force and was sent to Boston, Mass., to sell automobiles. From Boston to Calgary is a big jump, but that was the next step when capable help was needed there badly to take care of big business. After receiving experience in the Canadian field, Comer was again returned to the East, this time going to Philadelphia to specialize in selling tractors.

From Quaker City he was transferred to Lansing, Michigan, where he was assistant branch manager. Of late the foreign sales of the Case company have grown so rapidly that this de-

partment needed a man with a broad experience to aid Mr. W. W. Ramsey, the foreign sales manager. In view of the fact that Mr. Comer had been so thoroughly drilled and educated by his experiences and due to his remarkable success in the various branches he was selected as the most likely candidate for the position he now holds.

#### E-B Annual Meeting

At the annual stockholders' and directors' meeting, March 6th, the present board of directors and officers were re-elected.

During the past year, Mr. G. G. Henry, of New York, who was a member of the board, met an accidental death, and was succeeded by Mr. Elisha Walker, of New York. Mr. F. S. Glover, now a major in the Ordnance Department stationed at Washington, resigned the vice-presidency upon his appointment, but continues as a member of the board of directors.

The officers of the company are as follows: C. S. Brantingham, president; E. P. Lathrop, vice-president and general counsel; J. W. McLachlan, secretary and treasurer.

Directors are as follows: C. S. Brantingham, C. W. Folds, F. S. Glover, D. M. Good, A. T. Jackson, E. P. Lathrop, G. B. Leighton, J. W. McLachlan, Elisha Walker.

The Emerson-Brantingham Co. had a very satisfactory year, and as all plants are now operating practically full, the outlook is considered equally as satisfactory for 1918. The tractor business of the company is growing at a remarkable rate and during the past year it was necessary to greatly enlarge the Minneapolis Tractor Works.

In order to confine the entire operations of the Minneapolis plant to one model, some of the models were transferred to the Geiser Works, Waynesboro, Pennsylvania, which is now operating very actively in building tractors, regular lines of Geiser threshing machinery and certain classes of war orders.

#### New Incorporation

Letters patent have been given a new organization in Winnipeg, known as Christiansen Implements, Limited. The company, which has a stock of \$100,000, will manufacture and market the well-known Christiansen line of plow harrow attachments and other goods, as well as automatic grain shockers.

## RAPID-EASY GRAIN GRINDERS

### The Famous Line of Machines

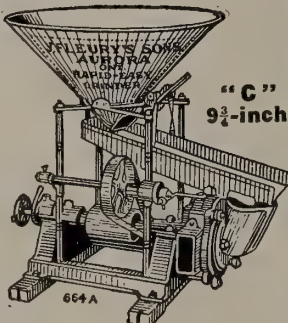
A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled.

A few styles and sizes are as follows:

- No. A—6 inch. Plates (Flat) 2½ to 5 H.P.
- No. B—8½ " " " 5 to 10 H.P.
- No. C—10 " " " 6 to 12 H.P.
- No. C—9¾ " " Mill Head
- " Custom Work 5 to 12 H.P.

#### CUSTOM MILLS:

- No. D—10½ inch Plates (Flat) 8 to 14 H.P.
- No. D—11 " " " 8 to 16 H.P.
- No. 7—13 " " " 15 to 25 H.P.



**J. FLEURY'S SONS .. Aurora, Ontario**

Medals and Diplomas World's Fairs, Chicago and Paris

**WESTERN AGENTS: THE JOHN DEERE PLOW COMPANY, LIMITED**

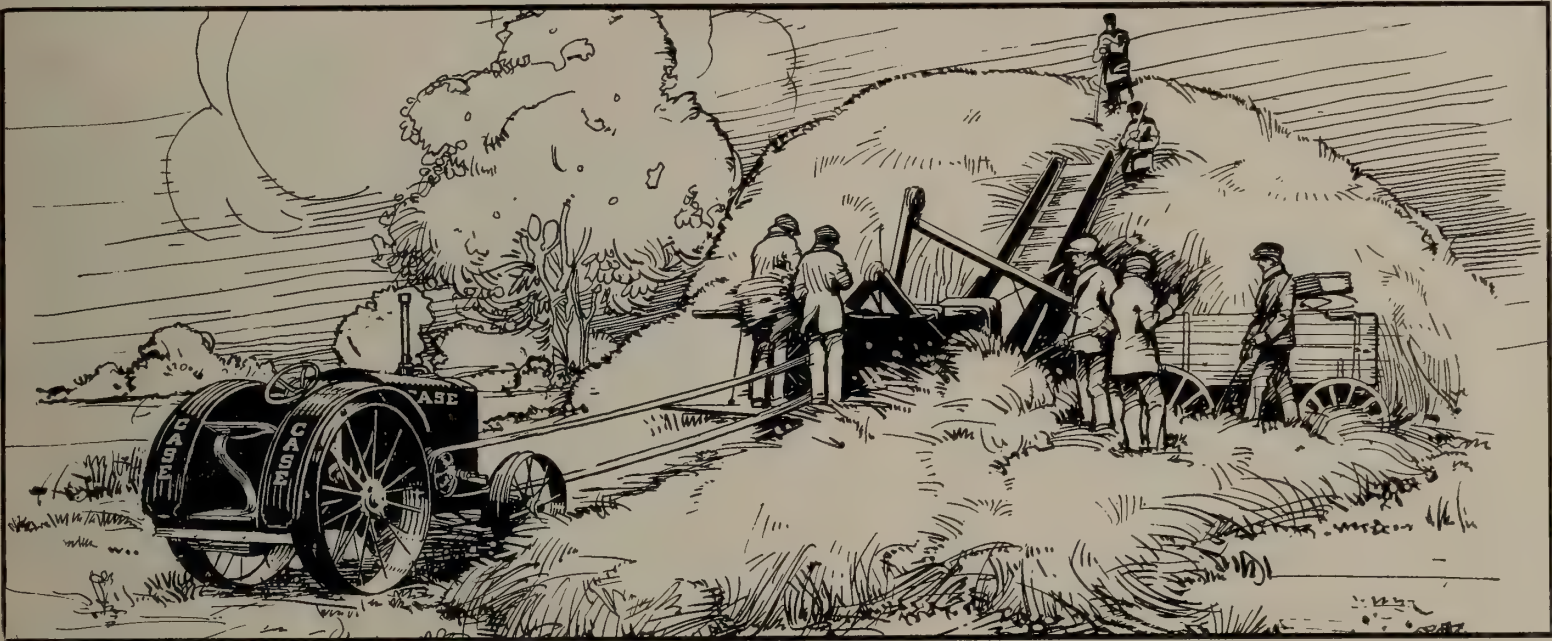
Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge



# CASE

Founded  
1842

Famous  
the  
World  
Over



## An Ideal Case Rig For Your Customers

*We Picture Here for Dealers, a Case 9-18  
Kerosene Tractor and a Case 20x28 Thresher*

**T**HIS is the smallest Case Tractor and the smallest Case Thresher.

This outfit, designed especially for the farmer who prefers to do his own threshing, has been received with great enthusiasm everywhere. Dealers have waited a long time to offer farmers an outfit like this. It is a great seller.

With a rig such as this, a man is able to do his own threshing at any time, without waiting. Then when he has finished, he can handle jobs for his neighbors, if he wishes.

The Case 9-18 Kerosene Tractor, pictured with this small thresher, is a practical, all-round machine, well known everywhere. It pulls two 14-inch plows, and is unequalled for discing, seeding, harvesting, ensilage cutting, road work, hauling, etc.

It has plenty of reserve power, developing 12 horsepower at the drawbar—33 1-3 per cent over the draw-

bar rating. This is to take care of unusual pulls. All Case Tractors develop more than their rated horsepower.

The weight of this tractor is little more than that of a team of horses. In both official tests and from records kept by farmers themselves, it has been proven that this Case 9-18 ranks at the top in economy of fuel and up-keep.

Both this Case Tractor and Case Thresher are built according to Case Standards. Only the best materials are used. All are tried and proven before we put them on the market. We have a 140-acre plant and over 4,000 skilled mechanics. Our staff of engineers has at their command unusual facilities, including the Case experience of 76 years in the power farming machinery world.

Wise dealers should make much of this combination. Let farmers know about it. It has a big appeal.

While the above is addressed to our 9,000 Case dealers, we have this to say to others, in addition:

Once in a while there are changes or openings in such a large organization. Maybe such an opportunity exists now in your community. Why not write and find out?

**J. I. CASE THRESHING MACHINE CO., Inc.** (Founded 1842)

1045 ERIE STREET, RACINE, WISCONSIN

Canadian Branches: Calgary, Edmonton, Winnipeg, Brandon, Regina, Saskatoon  
Eastern Canada: Canadian Fairbanks-Morse Co., Limited, Toronto and Montreal

**FREE  
Books**

**Send For This Descriptive Printed Matter—All Free**

Below are listed the different series of booklets and folders. Tell us which interest you.

Kerosene Tractors      Grand Detour Plows      Hay Balers      Road Machinery  
Steam Tractors      Threshers      Silo Fillers      Automobiles  
Or, if you wish, ask for our General Catalog, describing the entire Case line. It is free.

**Write  
Today**



## The Value of Dairy Cows After the War

Since 1914, when Prussian militarism applied the torch to civilization, Europe has had vast armies in the field. The total number of men under arms was estimated recently as approaching 13,000,000.

Europe has had to feed these men—has had to give them good food and as much of it as could be gotten together. Every available source of food supply has been drawn upon with reckless abandon. Everything has been sacrificed for the armies.

Millions of dairy cows—the good with the poor—have been slaughtered to provide beef for the fighters. So great has been the consumption of meat at the front that the shortage of dairy cattle in Europe is said now to approximate 30,000,000, more than

one and a half times the total number of dairy cows in the United States.

And the war goes on—will go on until the menace of kaiserism has been dispelled. When that glad day will come no man can say. It may be a year, two years, three years.

The war is now in its fourth year. If the world is 30,000,000 dairy cattle short, how many millions short will it be when peace is restored, considering also that America is arming her millions—and these must be fed?

What does this signify for the American breeder of dairy cattle?

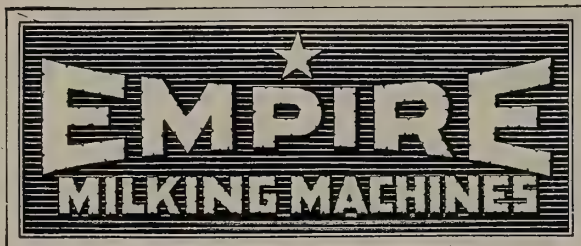
It can signify only one thing, and that is that dairy cattle are going to be in greater demand when the war is over than ever before—that dairy cattle are

going to bring better prices than ever before. Not as beef, but as producers of milk and butter fat.

If there ever was any doubt about the tremendous importance of milk and butter fat as human food, that doubt has been erased by the war. Among the belligerent nations the infant mortality ranges from 40 to 98 per cent, seeming to vary in direct propor-

tion, G. A. Chapman said: "It is reported that the French government alone is contemplating the purchase of 1,000,000 head of cows over here as soon as peace is declared."

Are we prepared or preparing to meet the demand for dairy cattle? Our foremost dairy authorities are afraid we are not. They are afraid that too many



## AND THE YEAR 1918

Offer to Canadian Implement Dealers the best opportunity in years to make a substantial profit and lay the foundation for an ever-increasing business in a COMING LINE.

Judging from present indications, the remarkable 1917 Sales Records of Empire Milking Machines will be multiplied several times this year. Every influence is working in favor of Empire Milking Machines; hand milkers are scarce—and becoming more so; wages are high—and going higher; the demand for milk and milk products is phenomenal.

Dairy farmers are turning to Empire Milking Machines to solve their problems. The Canadian Government has just issued a circular advising dairymen to buy milk-

ing machines (Special Circular No. 13). And just after issuing this circular the Government purchased six Empire Milking outfits—in addition to two outfits which they had been using for three years. Is any stronger evidence needed to prove that the Empire Milking Machine is the recognized standard?

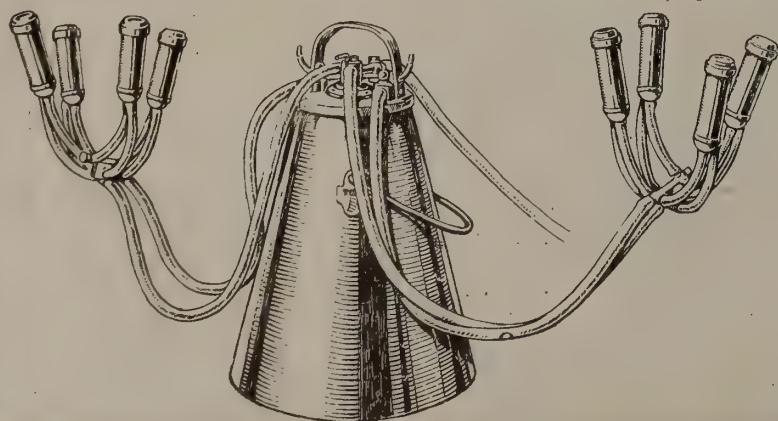
Make new customers for yourself by securing the Empire agency in your territory. Ally yourself with the leader of the milking machine field.

But act quickly—open territory is limited and the demand for Empires will far exceed the supply this year. Write at once for our liberal agency proposition.

### EMPIRE CREAM SEPARATOR COMPANY Of Canada, Limited

146 CRAIG ST. WEST

MONTREAL, QUEBEC



Ford-a-Tractor pulling two 14-inch Bottoms. Note the dirt-proof gear casing in which the gearing runs in oil.

tion to the amount of milk available. It has been found that the best food for fighting men—even as for working and thinking men—is milk and butter fat. The trenches are clamoring for milk. Thousands of tons of condensed milk are being shipped to our troops overseas and to our Allies.

The peace-time demand for milk and butter fat will be as great as if not greater than the war-time demand.

How is the demand going to be supplied? Where is Europe to look for its milk or the cattle to produce the milk? To the United States and Canada. Our lands have not been overrun. Our farms are unmolested.

In a recent address before the American Feed Dealers' Associa-

dairy cow owners have been short-sighted enough to allow the high prices being paid for all kinds of cattle for beef to cloud their vision of the immensely greater returns to be enjoyed from their dairy cattle when the war is over.

High prices of beef, high prices of feed and the high wages being paid labor have caused thousands of unthinking farmers to sell their dairy cattle to the butcher, declaring they cannot afford to raise them.

True, there has been some commendable weeding out of scrub cows. Dairy experts are gratified to see that economic conditions have been conducive to the carrying out of the advice they have been giving for years—to get rid of dairy cattle that fail to produce and replace them with cattle which yield a good return.

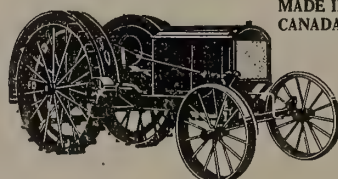
But two questions have been raised. How many good cows have been sacrificed? Where poor cows have been killed off, have they been replaced by promising heifer calves?

Answering the first question, dairy authorities say that thousands of productive cows have been slaughtered for beef. Replying to the second question, they are urging farmers everywhere to raise every promising heifer calf and keep enough pure-bred bull calves to insure a generation of good cattle. All the agricultural journals are full of the subject.

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TRACTORS THRESHERS  
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WRITE FOR CATALOGS  
AGENTS WANTED

Gilson Mfg. Co. Limited  
303 Owena St. Winnipeg



It takes all of three years to breed, raise and bring a dairy cow to serviceable age.

Are we preparing for three years ahead?

Were every dairyman in this country to resolve now to head his herd with a good sire and raise to maturity every heifer calf possible, the supply of dairy-bred females would be none too great to fill the demand sure to come. The far-seeing dairyman is shrewd enough to recognize that although raising a good calf under present conditions is expensive, nevertheless it is a profitable venture, for he who owns good cows three years from now will have property representing large, quick assets.—De Laval Monthly.

### The Use of Barnyard Manure

In these days when the maximum of production is required for the successful prosecution of the war, it may be useful to review the important conclusions that have been reached at the Dominion Experimental Farm at Indian Head, from the experiments conducted towards the increase and maintenance of soil fertility.

In conducting these experiments a three-year rotation has been followed throughout, viz., summer-fallow and two successive years of cropping, either wheat following wheat or wheat followed by either oats or barley.

The conclusions taken on an average of seven years have shown that not only has the yield been materially increased by the application of barnyard manure but also that the condition of the land has been greatly improved, making the formation of a mulch after seeding and upon summer-fallow a simple operation, thereby increasing water-holding capacity of the soil.

In this experiment, barnyard manure, applied on summer-fallow, was compared with peas and tares. Two plots of peas were used, the one being plowed under early in July and the other when in bloom. The tares were plowed under in late July. Two other plots were summer-fallowed and used as checks. The results showed five bushels per acre increase in yield in favor of barnyard manure, followed by a difference of one bushel between tares and summer-fallow in favor of the former. Where oats followed wheat there is shown a difference of eleven bushels per acre again in favor of the barnyard manure.

### Times to Apply Barnyard Manure

The most practical and efficient method, provided a packer

is used, as shown in these experiments in the case of wheat, is to apply the manure on first year stubble and plow under either in the fall or spring. Plowing in the fall gives a larger yield by three bushels for the first crop after application and a little over one bushel for the second.

Top dressing with the spreader on grain six inches high has given an increase in yield, but this is almost impracticable, and the difference in yield has not been so great as to warrant it.

When barley is being sown on summer-fallow it is shown to be best to apply manure on the summer-fallow in winter. However, this again gives a lower yield than top dressing when grain, sown on summer-fallow, is six inches high.

In the case of oats the greatest yield has been obtained by

applying manure on first year stubble and plowing under in the fall.

Summarising the various results obtained experiments show that the best time for the application of barnyard manure for all grains would be to apply on first year stubble 12 tons per acre, plow under in autumn, pack and harrow. This brings the surface and subsoil in contact with the manure and ensures thorough rotting.

Further, it has been proven without a doubt that barnyard manure improves the tilth of the

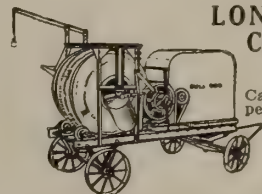
soil, therefore, increasing the water-holding capacity, its fertility, and, moreover, on lighter soils will keep it from blowing by supplying fibre.

We know some people who are so inherently suspicious that when each other of them passes the justly famous pearly gates he'll survey the celestial sight with fishy eye and mutter, "I'll bet there's something crooked about this."

### WAR PROFITS HERE

Buy modern agricultural implement manufacturing plant. Plenty of labor. Will sell plant complete or machinery and equipment, reserving land and buildings. Greatest bargain in America for quick sale. Write P. W. MAER, DISPATCH BUILDING, COLUMBUS, MISS.

### LONDON CON- CRETE MIXER No. 6



Capacity 60 cubic yards per day. Price \$375.00 complete with gasoline engine. Pays for itself in 20 days' use. Built to last a life time. Send for catalog No. 1 B.

Agents Wanted in all Unoccupied Territory  
**LONDON CONCRETE MACHINERY CO.**  
Dept. K, LONDON, ONTARIO  
World's Largest Manufacturers of Concrete Machinery



## A story old that's oft retold

*The story of De Laval superiority  
and sales supremacy; the story of  
separator service and satisfaction*

**W**EEK in and week out, month after month, year after year, the De Laval story is told and retold in the farm and dairy papers the country over.

Everybody knows the De Laval. The salesman who talks De Laval to a farmer need waste no time explaining what it is or what it has done, and how its users regard it.

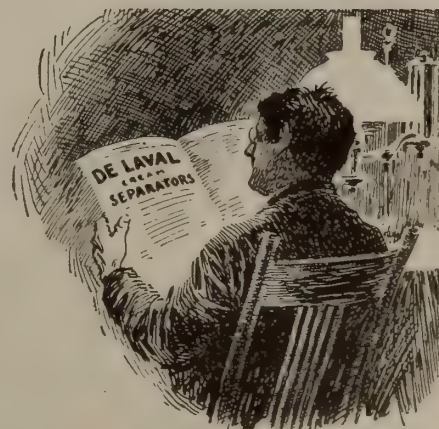
De Laval advertising is working for the De Laval dealer all the time.

*There is no better time than right now to send in your application for a De Laval contract. There is cream separator business all around you. You can get more of it, and make more profits on it, with the De Laval than with any other separator.*

### THE DE LAVAL COMPANY, LTD.

LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA.  
Sole manufacturers in Canada of the famous De Laval Cream Separators and Ideal Green Feed Silos, Alpha Gas Engines, Alpha Churns and Butter-Workers. Catalogues of any of our lines mailed upon request.

WINNIPEG VANCOUVER MONTREAL PETERBORO  
50,000 Branches and Local Agencies the World Over





### Deere Purchases Business of Waterloo Gasoline Engine Co.

It is announced by Deere & Co., Moline, Ill., that the plow organization have purchased the entire business of the Waterloo Gasoline Engine Co., of Waterloo, Iowa, manufacturers of Waterloo Boy Kerosene Tractors and the Waterloo Boy Gasoline Engines. It is reported that the price involved in the transaction was considerably over \$2,000,000. This is the largest deal which has taken place in the implement industry of North America for some time.

Deere & Co. assume control and operation of the factory, and the purchase of this tractor and engine concern marks a definite step forward in the expansion of Deere & Co. The company believes that the tractor has taken a permanent place in the economic and successful operation of

the farm, and in accordance with its progressive policy, has decided to enter that field of manufacture. Acquisition of the "Waterloo Boy" gives the company one of the best known and most successful tractors on the market and insures it a permanent place in the tractor trade from the start. This tractor is of the 12-24 type. It was one of the first successful kerosene-burning tractors on the market. Since its appearance it has been popular in the territories where it has been offered.

Large sums have been spent for new machinery and new buildings. The plant has a daily capacity of fifty tractors and one hundred gasoline engines. The Waterloo Boy line of gasoline engines includes the two, three, five, seven, nine and fourteen horse power sizes.

The growth of the company's tractor trade has been enormous. Last year, notwithstanding a continuous increase in manufacturing facilities, the capacity of the plant was not equal to the tractor demand. The company's buildings now cover ten acres, and the site, comprising fifty acres in all, permits of large expansion.

I. W. Witry, vice-president and superintendent, and J. E. Johnson, secretary and treasurer of the Waterloo Company, will continue in their respective positions with Deere & Co., and manage the affairs of the tractor plant

### Canadians on Directorate of U.S. Harvester Concern

Directors of the Massey-Harris Harvester Co., Batavia, N.Y., have been elected as follows: Joseph N. Shenstone, Thomas

Findley and Charles L. Wisner, of Toronto, and George A. Farrall and Lewis D. Collins, of Batavia. The directors elected the following officers for the ensuing year: President, Mr. Shenstone; vice-president, Mr. Farrall; treasurer and assistant general manager, Mr. Collins; treasurer, Edward C. Atwater; superintendent, Percy E. Verity.

### Case Man Tells of Russia

A handsome little booklet has just been received from the printing department of J. I. Case Threshing Machine Company, Racine, Wis. It is entitled "My Experience in Russia at the Time of the Revolution." This address was made by A. R. Hauschel, manager of the J. I. Case T. M. Co.'s branch house at Odessa. He was a speaker at the sixteenth annual banquet of Case's branch managers and assistants, which was held at Racine recently.

Mr. Hauschel says in the booklet: "No matter how remote the place may be, you are likely to strike Case's goods there."

### Eliminating Useless Styles of Grain Drills

The Grain Drill and Seeder Department of the National Implement and Vehicle Association met in Chicago on March 13th, also for the purpose of recommending to the Economy Board of U.S. Council of National Defense, the minimum number of styles and sizes of grain drills and seeding machinery that would suffice the farmers. These manufacturers nearly a year ago, agreed among themselves to discontinue the manufacture of twenty-seven sizes and styles of drills and seeders. As a result of their recent meeting, they bought the total of eliminations to forty sizes and styles out of seventy that were formerly built. That is to say, the grain drill and seeder manufacturers in their report to the Economy Board will indicate a willingness to assist in effecting conservation to the extent of more than 50 per cent of their former lines of manufacture.

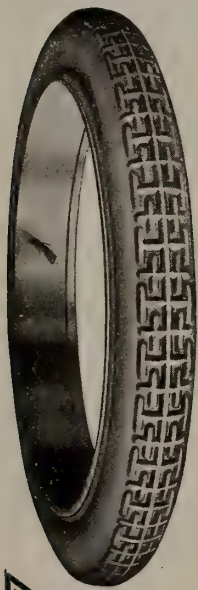
### Washing Machine Association Officers

At the recent annual meeting of the American Washing Machine Manufacturers' Association, held in Chicago, officers for the ensuing year were elected as follows:

President, H. W. Eden, Alton, Ill.

Vice-president, H. W. Marker, Binghamton, N.Y.

Treasurer, H. W. Voss, Davenport, Ia.



## More Mileage—Longer Life— Less Trouble

There are many tires sold—but there are vital differences in Tire Quality and Tire Endurance. Costing no more than ordinary tires, "Maltese Cross" Tires have attained Dominion-wide supremacy in automobile circles, because their popularity is based on service—that is low cost per mile—not imaginary, but proven by their ability to withstand road punishment. We endorse our product by our reputation. From the crude rubber to the finished tire we fabricate in every operation, stamina, strength and inherent superiority in tire value.

**"MALTESE CROSS"**  
**TIRES, TUBES and ACCESSORIES**  
Are Real Trade-Getters for Dealers

Known, Used and Endorsed Everywhere  
Better Service at no Greater Cost

GET  
REPEAT  
ORDERS

"Maltese Cross" Tires give your customers maximum value and excess mileage—which is evidenced by the large number of repeat orders we receive. And repeat orders are a steady source of profit and satisfaction for "Maltese Cross" dealers—the best of all proof that they are selling a line which not only builds their business but adds to their prestige in the eyes of their customers.

WRITE THE NEAREST BRANCH

**GUTTA PERCHA & RUBBER, LTD.**

TORONTO :: CANADA

WESTERN BRANCHES:

Fort William  
Calgary

Winnipeg  
Lethbridge

Regina  
Edmonton

Saskatoon  
Victoria





# THE VIKING CREAM SEPARATOR

## Stands for Profitable and Permanent Business

During the past year over 180,000 Viking Cream Separators were sold in countries all over the world. Hundreds of the best dealers in the towns that have the agency for the Viking Cream Separator *have done greater business and added profits to their books.*

For the Viking is a better Separator selling at a lower retail price and affording a *larger percentage of profit with less investment.*

This year the increased demand for butter-fat has naturally increased the demand for separators. It is *your* opportunity to realise larger profits on this added business by handling this superior separator selling at our extremely low retail price.

The Viking Cream Separator is made in the largest separator factory in the world from the choicest of tool steel and other materials. It is constructed by separator experts.

### 1,000,000 IN USE ALL OVER THE WORLD

The merits of the Viking have been recognized the world over. The Viking Cream Separator is sold and used in all parts of the world.

This is a demonstration of Viking superiority. Despite its low price, it is a separator unexcelled by any. The Viking has great capacity, it is sturdy and durable, easy running and simple to clean and skims as close as any separator made. It is fully guaranteed.

A complete advertising plan has been prepared to help you to sell the Viking. Write us immediately for full particulars regarding our attractive agency proposition, to the nearest warehouse.

*Prompt Shipment from our Canadian Warehouses a feature of Viking service.*

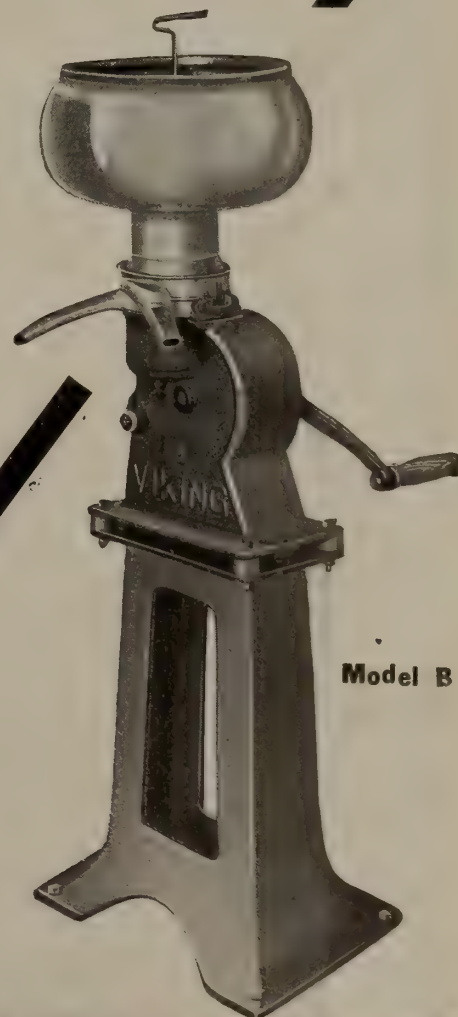
# VIKING CREAM SEPARATOR

#### Representatives:

For Manitoba—  
**JOHN WATSON MFG. CO.**  
311 Chambers St., Winnipeg, Man.

For Saskatchewan—  
**BERT CONWAY**  
Box 33, Regina, Sask.

For Alberta—  
**CANADIAN WESTERN MFG. & SUP. CO.**  
Calgary, Alta.



Model B



## "Eclipse" Windmills

ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years.

The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

### Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited  
Saskatoon WINNIPEG Calgary

## Winona Special Tractor to be Sold in Regina

Dealers will be interested to know that the Winona Special Tractor, manufactured by the Pioneer Manufacturing Co., Winona, Minnesota, is to be distributed from Regina. An office has just been opened at the corner of Eighth Avenue and St. John St., Regina, from which a number of tractors have already been ordered.

The Winona Special is equipped with a 4-cylinder motor, the same as was used in the famous Pioneer Tractor. It has a wheel surface of 18 inches on each drive wheel, and these are so placed that both wheels run on the land while plowing. One front wheel runs in the furrow acting as a guide in plowing. The gear is driven by a steel chain running in

oil, thus making possible the spring mounting, which is a feature of the Winona. This is a 4-plow engine, rated at 15-30.

The Winona Tractor Co., Ltd., is a Saskatchewan corporation organized as distributors and agents for the Winona Special Tractor in Canada. The officers of this company are men who have had many years' experience in the tractor business.

## Lister & Co. granted Dominion Charter

The firm of R. A. Lister & Co., Ltd., have been incorporated under Dominion charter and are now known as R. A. Lister & Co. (Canada), Ltd., with the head office at Toronto, Ont. The Lister Co. have been doing business in Canada for the past twenty-five years and are well known to



D. N. JAMIESON

Western Canadian Manager, R. A. Lister & Co. (Canada)

H  
E  
R  
O



Three Sizes :  
24, 32, 48 inches

"HERO"  
Fanning Mills  
will get you the  
Trade in 1918.

H  
E  
R  
O

## ORDER YOUR SUPPLY NOW

Hero Fanning Mills are strongly built, easily driven and have a capacity of from 40 to 80 bushels of wheat per hour. They have exclusive patented features found in no other mill; glazed cambric curtains remove all wild oats from barley and wheat. The Hero is built in three sizes, for hand or power drive. Standard equipment includes five sieves and six screens; 8 and 10-ft. baggers supplied if desired. Their fine reputation, wonderful efficiency and reasonable price makes the Hero mill a business-builder for the dealer.

*Every Mill is sold on a positive guarantee, and despite the phenomenal demand we guarantee delivery of all mills sold. The Hero cleans and grades the grain better than any other mill sold. There is but one Hero Mill—and we sell it only through the retailer. See our traveller, or write us—to-day.*

Manufactured and Guaranteed by the HERO MANUFACTURING CO., LTD.  
Exclusive Sales Agents for Western Canada

**D. Ackland & Son, Limited**  
Calgary  
Edmonton  
Winnipeg  
65-68 Higgins Ave.  
TRADE MARK

the implement trade throughout this country. The firm of R. A. Lister & Co., Ltd., was founded in the year 1867 by Sir R. A. Lister (then Mr. R. A. Lister) at Dursley, England, where their principal factories are still in operation. In the earlier days the little railroad station of Dursley stood isolated and big buildings were unknown. To-day the station is surrounded by imposing structures of "Lister" factories. This testifies to the importance of the business which they house. From the Dursley plants the Lister products, including the famous Lister engine, go out to every part of the world. Lister engines have been granted prize awards in many far-spread countries.

The demand for the "Lister" goods has so increased in Western Canada during the past years that, in the year 1917, the Lister Co. secured a site on Wall St., Winnipeg, where they erected a very substantial and commodious office and warehouse, with excellent shipping facilities, from where all Western business is transacted under the management of Mr. D. N. Jamieson who has a thorough knowledge of the machine business in all its phases.

## Awarded the Military Cross

Capt. Allen Shenstone, Toronto, Ont., has been awarded the military cross for valor in the war. Captain Shenstone is a son of Joseph N. Shenstone, president of the Massey-Harris Harvester Co., Batavia, N.Y., He is with the Royal Engineers Corps of the British Army in France.

People who talk too much receive little attention.



### Goold, Shapley & Muir Building New Tractor

The Goold, Shapley & Muir Co., well known engine builders, with factory at Brantford and branches at Portage, Regina and Calgary, are building a new friction drive tractor to be known as "The Beaver." This tractor will be marketed in Western Canada this coming season. It has seven speeds, forward and reverse, kerosene burner and will develop 12 horse-power on the draw-bar and 24 on the pulley. We understand they are also building a new "Ideal Junior" 12-24 horse-power tractor. Factory output anticipates a big demand in the West and liberal shipments to Western warehouses will begin soon.

### Factory Notes

The Page Wire Fence Co. of Canada, Ltd., Walkerville, Ont., lately incorporated with a capital stock of \$250,000, is contemplating the erection of a \$1,000,000 steel plant to manufacture iron, steel, metals and hot and cold ingots.

The Ontario Wind Engine & Pump Co. has taken out a permit for the erection on the corner of Atlantic and Liberty Avenues, Toronto, of a steel and iron silo factory to cost \$4,000.

The Chief Motor Co., organized at Toronto, Canada, by H. S. Erd of the Erd Motor Co., Saginaw, Mich., has taken over the plant of the Monroe Motor Co., Port Huron, Mich., and will utilize it for the manufacture of the new Erd Chief tractor, which also will be made in the Toronto plant.

The Monarch Tractor Co., of Watertown, Wisconsin, will locate its Canadian branch in Brantford, Ont., on Sydenham Street. Operations are to commence within ninety days.

The La Crosse Plow Co., La Crosse, Wis., is operating at the largest capacity ever attained in

order to fill its domestic and Canadian orders for Happy Farmer tractors. About 50 per cent of the output at present is going to Canada. Tractor plows are also being shipped to France.

The Monarch Tractor Co., which has its main works at Watertown, Wis., has organized a subsidiary company in Canada, and expects to build a plant in the Dominion. The Watertown plant is to be enlarged as well.

The Turner Manufacturing Co., Port Washington, Wis., which recently increased its capital stock from \$150,000 to \$250,000, is contemplating important factory additions for the benefit of its growing tractor department.

### Silo Selling Arguments

One class of farmer objects to the cost of the silo, but such a man fails to consider the permanency of a really good substantial silo which reduces the ultimate cost of the building very materially. Of course, it must be kept painted to insure lasting qualities.

In the case of corn, the corn undergoes a sort of fermentation after being confined in the silo. This article must, of necessity, be too brief to discuss this point thoroughly, but anyone who wants to go into the matter will find that any kind of feed the cow eats is not especially attractive to the taste or scent of man.

By chewing the inside or pulpy part of some corn fodder one will catch the point. There is no longer any question in the mind of the intelligent feeder but that ensilage is as nearly an ideal feed as has been devised by the artifices of man. Its bulk of tender, succulent stalks and blades, the rich juice from them, and the goodly percentage of rich, nourishing grain, all combine to make it the greatest feed ever given to dairy cows; of course, best results will be realized by feeding with it a limited quantity of good, clean clover or alfalfa hay.

## Sharples is a Standard Investment for the Dealer!

There are so many advantages in a Sharples Suction-feed Separator, over all other separators, that even the most critical buyer is interested.

For example, what more appealing argument could be advanced to a prospective customer than "Sharples will *skim clean at any speed*, saving you many dollars in butterfat." This can be said of no other separator.

Or could there be a more telling point than "Within a year (and generally within less time) your Sharples will pay for itself by saving butterfat *wasted* by ordinary separators when turned *under speed*. Sharples gives you years of efficient, profit-increasing service."

Sharples national advertising is letting your prospects *know* what the Sharples will do that no other separator or method can do.

## SHARPLES SUCTION-FEED CREAM SEPARATOR

- the *only* separator that skims clean at widely varying speeds.
- the *only* separator that skims faster when you turn more quickly.
- the *only* separator that delivers cream of unchanging thickness—all speeds.
- the *only* separator with just one piece in the bowl—no discs, easiest to clean.
- the *only* separator with knee-low supply tank and a once-a-month oiling system.

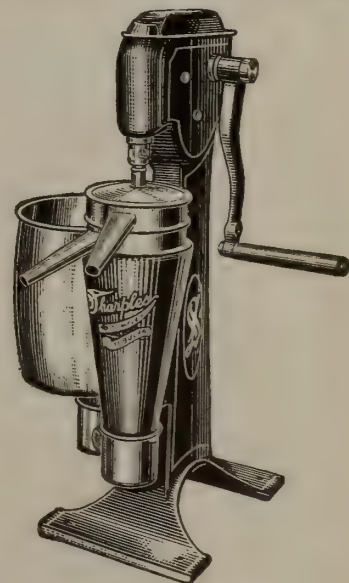
**This will be a big Sharples year, so don't get caught by late deliveries**

Embargoes, freight congestion, scarcity of raw materials make it increasingly difficult to get goods thru. Wise dealers are taking precaution of ordering early and ordering enough Sharples Separators to meet *abnormal demand*. Nowadays goods delivered are half sold.

If not now handling Sharples ask about the *Extra Bonus Contract*. Write nearest office today.

### The Sharples Separator Co.

Toronto, Ont. Regina, Sask.  
The Mitchell & McGregor Hardware Co.  
Brandon, Man.  
Distributors for Manitoba



## Ford-a-Tractor

**GUARANTEED TO DO THE WORK OF 4 GOOD HORSES**

Gears enclosed running in oil.  
Special Cooling System.  
Steel cut pinions.  
Lowest price of any attachment on the market. Exceptionally good discounts.  
Exclusive Territory to live dealers.  
Write at once for our contract. Districts will soon be taken up.



**J. D. ADSHEAD CO.**

WINNIPEG

CALGARY



It is an undisputed fact, of course, that the ensilage in silos freezes, thus making it a little unhandy to feed, and perhaps causing a small loss of feed when it thaws out in the spring, but the same applies to any feed. Take fodder, for example. One thing sure, ensilage always is in a dry place to get at and feed, and by being watchful, there need be but very little if any of it lost at the spring thaw-out.

Let every farmer set his mind at rest regarding the quality of ensilage as a feed—there is no question but that it is the ideal ration for dairying. He may also consider that the cost of storage is but slightly (if any) more with silage than any other feeds, and that there are decided advantages gained in feeding out the ensilage.

Next, then, will come the question as to how much really nourishing feed it contains, and a comparison with other feeds will show this. Let the dealer estimate, approximately, how much it will require of other rations—hay, fodder, etc.; then consider the following facts: A silo fourteen feet in diameter and twenty-four feet high will hold about seventy tons of ensilage. This will feed twenty cows (forty pounds of ensilage per day) for a

period of six months. It will require about seven acres of corn to fill a silo of the above capacity. How many cows will seven acres of corn sustain if the product is handled as fodder or stalk-feed? Its convenient form for feeding makes it easy for the dairyman to give uniform rations by weight. There is practically no waste, the cows consuming every atom of it.

#### Power and the Plow

The power required for pulling plows varies from 250 to 1,500 pounds per bottom, depending on the kind and condition of the soil, depths and the type of plow used. The average 14-inch moldboard plow, working 6 inches deep, requires three horses. The average draft of a horse is 150 pounds, and his walking speed about 1.8 miles per hour. On this basis it is usually assumed that a 14-inch plow requires a pull of only about 450 pounds, but this is practically always exceeded on account of the fact that in plowing, horses are worked considerably beyond their average draft.

Actual dynamometer tests of three horses pulling a single 14-inch plow show a drawbar pull as high as 600 pounds or 200 pounds per horse. In considering the

problem of applying tractor power to plows, it is not safe to figure on much less than 700 pounds average drawbar pull per plow, and it is necessary to provide sufficient power in the tractor to exert a pull of 1,000 pounds per bottom for average conditions of plowing. This is due to the fact that in a field where the average pull per bottom will be 650 or 700 pounds, hard spots or tough places will often increase the draft to from 950 to 1,000 pounds.

#### Commercial Bodies Useful on the Farm

There are thousands of old cars, Fords especially, around the country discarded on the farm except for the roughest kind of work, or in the hands of second-hand dealers. The development of the commercial body will keep these old cars from being consigned to the junk pile or disassembled for their extra parts. With a body and a little paint these old cars can be transformed into small motor trucks, opening a new use to the farmer.

A farmer dislikes to consign a new car to hauling produce and other things. He is quite proud of his machine and wants to keep it looking nice as long as possible. So he will welcome anything that will save his new car and make his old one serviceable for a few years more. With his old car made into a truck he can use it for all his running around. He can haul his butter and eggs to the city, and can haul his purchases home in it. The trucks can be used for all kinds of hauling for which the spring wagon was formerly maintained. Many farmers haul their hogs and calves to market in transformed cars and take home some new piece of farm equipment, a gas engine or

other implement. The truck can be used for nearly all kinds of hauling except marketing grain.


These commercial bodies are now being made by a number of buggy and implement manufacturers. As the work is very similar to that done on vehicles it is only very natural that they should turn their equipment to the growing demand for commercial bodies.

#### Advertising and the Mail Order Concern

One good reason for people patronizing the mail order houses is that they are constantly being asked to do so. They are asked not once in a while, not five times or five hundred times, but all the while. A steady stream of catalogues and special price lists is kept flowing through the post office to the families of the possible mail order customers. The consumer is not allowed to forget about the advertising between times. There is no "between times."

People buy from the mail order houses many articles they would never have known about but for the catalogue advertising. There is a very large percentage of mail order business that is created business, business the home merchant never would have received anyway because his customers would never have thought of making such a purchase had the goods not been seen in the mail order catalogue. Such goods the dealer does not have in stock and, perhaps, never heard about until after his customer has bought.

Mail order house development has demonstrated more than almost anything else the value of keeping everlastingly at good advertising. It is advertising and nothing else that has made the mail order houses successful.



## TURNER

### Simplicity


**A Sensible Tractor**  
for both the dealer and the farmer. A certainty of profit for the dealer because farmers feel instant confidence in their sound, business-like design, and because Turner dealer's discounts are fair and liberal. Sensible for the farmer because it is dependable and economical. That's why every dealer who sold TURNER SIMPLICITY tractors last year has renewed and at least doubled his contract.

**Kerosene Equipment**  
**An Integral Part of Motor**  
No make-shift—burns kerosene as efficiently as gasoline—pivoted, spring-mounted front axle, low center of gravity—short wheel base—three point suspension—all working parts enclosed, running in oil—Hyatt bearings—farm paper advertising—and many more features that make sales easy.

**Our Dealer Proposition**  
is a good one. You should know about it. Write today for prices and discounts.

**TURNER MANUFACTURING COMPANY**  
215 Lake Street :: Port Washington, Wis.

**Simplicity**  
**Kerosene Engines**  
have won the endorsement of thousands of users. Write today for our excellent dealer proposition.



## HILLCREST STEAM COAL

THE KIND THAT  
DOES THE WORK

FOR PLOWING  
AND THRESHING

Order from your nearest Coal Dealer at once and have a supply when you are ready to start work

**COAL SELLERS, LIMITED**

905 Union Trust Bldg.  
**WINNIPEG**

CALGARY

SASKATOON

REGINA

**EXCLUSIVE WHOLESALE DISTRIBUTORS**  
Of Lethbridge "Imperial" Coal; Pembina "Peerless" Coal;  
Drumheller "Monarch" Coal

DEALERS: WRITE US FOR PRICES AND TERMS



# CUSHMAN DEALERS

**Profit by the Prestige and Popularity of the Goods  
Comprising the Famous Cushman Line**



**The Langdon Ideal  
Automatic  
Self-Feeder**

Guaranteed to feed perfectly to full capacity any make or size of separator.

The one feeder that governs according to the condition of the grain. Operates on the principle of hand feeding, handling the dry, straight bundles very fast; the wet, tough, tangled ones are delivered more slowly. Separator and engine have absolutely uniform and even load all the time. Dealers—handle the Langdon this year.

## Sell Cushman Light-Weight Combination Threshers

Three  
Sizes:

8, 15  
and 20  
H.P.

Every outfit equipped with the famous Cushman 2-cyl. light weight engine. 8 h.p. with straw carrier and hand feed; 15 h.p., wind stacker and hand feed; 20 h.p., wind stacker and self feeder. Ask for full particulars and agency terms. You cannot handle a better combination outfit.



1918 Model—Tried and Tested



## The Automatic Grain Pickler

The only machine of its kind in use. Handles grain at the rate of 135 bus. per hour. Light in weight; strongly built; perfect in action; low in price. Fully guaranteed. Weight of grain operates the machine. The kernels are thoroughly soaked, turned over and treated.

## "Klean Kwick" Vacuum Washers

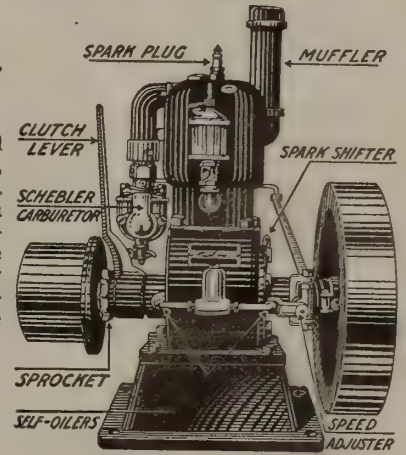
We handle a full line, hand or power. The most efficient washers made. Increase your profits by selling the Klean Kwick in your district. Write for particulars.

## Cushman Light-Weight Engines 4 to 20 H.P.

**The Original and Only Successful Binder Engine**

If it isn't a Cushman it isn't a real binder engine. Operates grain binders, potato diggers, manure spreaders, etc. Works more steadily and quietly than any other engine because so well designed and built. Equipped with Throttle Governor and Schebler carburetor. Many dealers are selling from 15 to 50 Cushmans a year in addition to heavy engine business. Ask for agency proposition.

**BUILT FOR ALL FARM  
WORK—THE BEST ENGINE  
TO SELL**



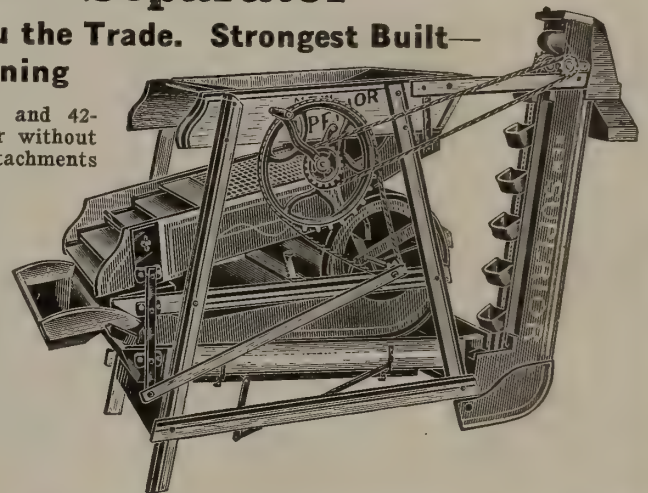
4 H.P. Cushman. Weighs only 190 Lbs.

## The Lincoln "New Superior" Wild Oat Separator

**Will Get You the Trade. Strongest Built—  
Easiest Running**

Made in 24, 32 and 42-inch sizes, with or without bagger. Power attachments supplied if desired.

Patented adjustable windboards give perfect control of blast; our special sieves eradicate all wild oat seed. Strongly built and bolted; has greater capacity and does better work than any mills of similar sizes.



## Lincoln Smut Cleaners

**Ensure Clean Seed and Big Yields**

Sold on a positive guarantee to prevent smut. No. 3 handles 30-50 bus. per hour; No. 4, 50-75 bus. The Lincoln separates smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

**MADE IN  
TWO  
SIZES:**



**Write for  
Prices  
and Full  
Particu-  
lars**

Hundreds of dealers have increased their sales and prestige through the CUSHMAN Agency. Let us tell you about our line and the added profits it will bring you.

## CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

Exclusive Selling Agents for: Combination Threshing Outfits—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—Mountaineer and Little Giant Neck Yoke Centers



### Fire at Cushman Plant

Fire, the result of an explosion of gasoline, on March 17th, caused damage estimated at \$12,500 to the plant of the Cushman Motor Works of Canada, Winnipeg. The night watchman was going his rounds when he ac-

cidentally dropped a match into a can of paint on the floor. The paint exploded and burned furiously in the can. He sustained his worst burns while attempting to carry the can out of the building. Despite the pain he was suffering, Rowley turned in an alarm and attempted to put out the fire

till the arrival of the firemen, when he collapsed, dying about a week later.

The damage was principally to the stock of gasoline engines and accessories, which are estimated to be damaged to the extent of \$10,000. Insurance in the Winnipeg Vessel Insurance Company covers the damage to the stock. The building was damaged to the extent of \$2,500 by water and fire. It is owned by the Sherwin-Williams Paint Co.

detail regarding every working part of the machines, and while dealing with many technical matters puts it in understandable English which the average reader can comprehend. The book contains an even hundred pages. The reading matter is all made plain by numerous clear-cut illustrations. It is a publication which every operator would profit from reading.

### Plow Man Tractor Catalog

The Interstate Tractor Co., Waterloo, Ia., has published a new catalog illustrating and describing the Plow Man 13-30 tractor. The Plow Man might be called an all-standard tractor, for the different units are made by accessory manufacturers with reputations for producing the highest grade tractor parts.

### Tractor Competitions in England

Go ahead in its methods, the English Board of Agriculture has instituted on a large scale a series of tractor competitions for England and Wales. There will be competitions for units, for counties and for the whole of England and Wales, three monthly competitions for each. In the unit competition, a distinctive flag, to be carried on the tractor, will be awarded to the team plowing the greatest number of acres; in the county, a championship flag will be awarded and a distinctive badge presented to each member of the winning team; while for the national competition a championship shield, to be carried on the tractor, will be awarded and a small silver replica presented to each member of the winning team. The shield and replicas will be presented personally by the Director-General to the winning team, which will be invited to London for the purpose. Each trophy will be held for four weeks only unless again won by the same team.

### Those Ford Tractors

In a trenchant criticism of the matter of tractors entering Canada duty free, the editor of the Saskatchewan Farmer says in the last issue of that journal:

"The detailed work of handling all such machinery should have been left to agencies that have for years been supplying farmers. We must not forget that the sale and delivery of a tractor or any other farm machine does not complete the requirements of the sale. All manufacturers have found by experience that their products require service. In fact "service" is the keynote of success which

## Mr. DEALER Cater Can Sell You

Wood or Iron Pumps cheaper  
than any one in the West.

GET HIS PRICES BEFORE YOU ORDER

Brandon Pump & Windmill Works  
BRANDON MAN.



# PLOW MAN "13-30" ALL-STANDARD TRACTOR



Making Dynamometer Test on 15-hour continuous Plowing Demonstration

**T**HE PLOW MAN is backed by a record of successful service and low upkeep cost in both America and Europe. It is a tractor of proven facts—not promises. Below is an extract from a letter from the Austin Motor Company, Ltd., Birmingham, England, dated July 12, 1917.

"It gives me great pleasure to advise you that we came to the conclusion your Plow Man "13-30" H.P. was probably the most valuable and useful of any of the machines taken by us to Great Britain.

"The transmission you use is one of the most efficient now designed, and efficiency is to the European market, owing to very high cost of fuel, a prime consideration.

"Any tractor to be largely adopted must be capable of easy handling and perfect control when put in the hands of inexperienced and often delicate women, and I know of no tractor that is so well adapted in this direction as your tractor.

"It is only due to the failure on your part to give us prompt shipment early in the year that has caused the delay in the machine being very largely adopted this season, and which condition will be remedied before the end of the year by the large shipments you are now giving us.

W. S. BODMAN, Mgr. Tractor Department."

Owing to our increase in production, we are still able to make prompt shipments on tractors to a few more who act promptly. Dealers can handle the Plow Man with profit to themselves and satisfaction to their customers. Write to-day for detailed information and catalog.

**THE NORTHERN IMPLEMENT CO.**  
FOOT OF WATER STREET WINNIPEG, MAN.



has to be the mainspring of any efficient sales organization in these days. The men best qualified to render service in nearly every instance is the local dealer, who has the experience, equipment, shop help, and, moreover, knows the buyer personally.

"Troubles often arise, and as the trouble is often in the man instead of the machine, the local dealer can readily locate the trouble and make it right better than anyone else.

"We repeat again that to throw off the duty was sufficient for the government and the distributing and sales might well have been left to be made in the usual way through implement agencies."

## Executive of the Saskatchewan Implement Dealers' Association Hold Meeting

On March 14th a meeting of the executive of the Saskatchewan Retail Implement Dealers' Association was held in Regina, where several important resolutions were passed. Possibly the most important of these was the following:

"Resolved, That we unite with the Retail Merchants Association retaining a Trade Section in that organization, and appoint an

advisory committee, the chairman of this committee to be the representative of the implement section on the executive."

This was subject to approval of the convention.

Mr. W. J. M. Wright, Regina, was appointed the chairman.

Another resolution passed was one extending the sincere sympathy of the Saskatchewan Association to Mr. Blakely, publisher of Canadian Farm Implements, the official organ of the Association. The dealers hoped for the speedy recovery to health of one who has ever been foremost in doing what he could for the implement trade as regards organization effort.

## Dealers will Meet at Saskatoon in May

Later the Retail Merchants' executive expressed their satisfaction with the move made by the implement retailers and arrangements were made for the convention to be held in Saskatoon on May 14, 15 and 16.

It is felt by the executive of the implement organization that if affiliated with the retail merchants as a trade section they will have the benefit of organizers and can work along the same lines as the other merchants while specially devoting their efforts to

eradicating certain elements from the trade and by forming a strong organization in Saskatchewan to better the whole of the retail implement business in that province.

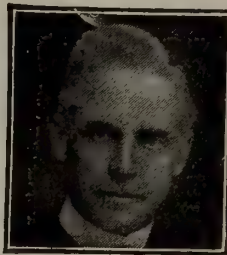
Canadian Farm Implements trusts that every Saskatchewan dealer who can will arrange to be present at the convention in Saskatoon on May 14, 15, 16. Full particulars and membership

forms can be obtained from the secretary of the Saskatchewan Dealers' organization, G. W. Matheson, implement dealer, Craik, Sask.

Did you ever see a hundred per cent man? Neither did we. Most of the world's work is directed by the ninety per centers. And they're mighty rare.

## "Bissell"

### A NAME THAT HAS BECOME FAMOUS



T. E. BISSELL

A good name is the greatest asset any man or any business can possibly have, providing the name stands for quality and thoroughness in the product it represents.

Experienced farmers in Canada and the U. S. vouch for the name Bissell—they have used Bissell Disk Harrows and Bissell Land Rollers and know that they stand the wear and tear of hard farm work which is the endurance test of any implement. "Bissell" Implements are built from the practical farmer's standpoint to do the work properly, and efficiently,—and results show that they do it.

The man who constructed the first "Bissell" Disk Harrow and Roller knew what he was about and has spent over a quarter of a century in perfecting what now stands second to none. He made a life study of this work and is a farm implement specialist. He knew what the farmers needed and the success of "Bissell Implements" is due to years of study and experiment with Disk Harrows and Land Rollers that would serve the farmers best.

Bissell Implements are strongly constructed, of light draught and correct proportions, assuring the farmer of standing up to the hardest kind of work, yet being easier than any others on the horses. Built also in sizes for use with Tractors.

**T. E. BISSELL CO. LTD., ELORA, ONT.**

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## EVERY FARMER A PROSPECT

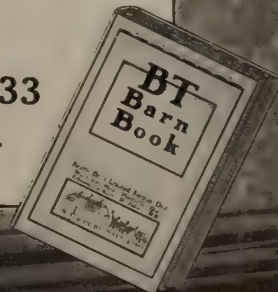
Every farmer is a prospect for BT Sanitary Steel Horse Stable Fittings. A horse cannot crib or pick steel to pieces. BT Steel Horse Stable Fittings last for ever. There are many prospects in every territory.

### Send For Our 352-page Barn Book

Send for this big free book. It tells you all about BT Horse Stable Fittings. Many dealers are already increasing their income by selling BT Fittings. We still want a few live agents in some of the best Western districts. Write at once for this interesting book and our terms to local dealers.

**BEATTY BROS. LIMITED**  
WINNIPEG, MAN.

**Dept. G333**  
EDMONTON, ALTA.





### Lighting the Farm Home

There is no question whatever about the desirability of electricity for farm lighting. Its safety qualities alone recommend it and place it far beyond competition, if one merely looked at the subject from the standpoint of equal cost. The glaring fault of oil lamps for illumination is their liability to explosion, and are therefore a constant source of annoyance.

Assuming that fifty lights are required, some dealers may consider that number too many for the average farm. It is not so. Take, for instance, a six-room house, and apportion four lights for the parlor, three for the dining room and four for the sitting room, three for kitchen, one each for bedrooms, bath and pantry, and one or two porch lights; also, adding to this the lights required for barn, dairy and other out buildings, fifty lights will be found none too many.

Of course, all of these lights will be needed at some time or

other, it rarely, if ever, happens that all will be burned at the same time, and the most efficient and least expensive methods of operating is where the lights are burned direct from the dynamo,

but the proper way of using such an outfit is in connection with a storage battery. Where a very few lights are in use, as during the day or early morning when the engine is not running, the storage battery serves a very useful purpose, and really means economy.

Besides using the current from the dynamo for lighting power, a line shaft can be arranged to be driven by the engine, and generate power for running washing machines, cream separators, pumping water, etc., and in most cases this work is done during the day, and the engine can at the same time be charging the storage battery. Less than one-third the power of the engine will be required for storing the battery; hence, it has easy  $1\frac{1}{4}$  h.p. for other work. This is a very important point, and one that should be considered in figuring the cost of operating a lighting system, and in most cases it would be unfair to charge the total cost against the plant as a lighting plant alone.

Considerable argument has been made at different times comparing the acetylene gas plant with the electrical outfit. We do not believe that the argument is a good one from any point of view. In the first place, an acetylene plant is of such a character that there is always danger from explosion.

#### Plants are Simple

The electrical generator or dynamo is now developed as simple and reliable a piece of apparatus as a gasoline engine, and like the gasoline engine, if it is left alone it invariably does the work. As a rule these machines are entirely automatic in operation, caring for light and heavy loads without any adjustment whatever. Directions regarding

the storage battery are equally simple, and always accompany a lighting outfit. In short, as is stated by an expert, any one capable of handling an automobile should have no difficulty in taking care of an electric lighting system.

Most manufacturers are only too glad to furnish quantities of descriptive matter, catalogs, etc., for distribution by dealers among their farmer customers, and the dealer who will investigate this proposition, devote a little time to the study of selling arguments, and thus be prepared to talk intelligently on the subject, will find many sales, and add a profit that will materially help his bank balance.

#### A New Money-Maker for the Dealer

That the dealer can stock and sell small threshers is amply proven by the accompanying illustration showing the Geiser No. 5 thresher stock of Iverson & Miller, of Hudson, South Dakota. They selected the Geiser because of its long successful record and because it is not a large machine cut down, but was designed particularly for small power. Out of the thousands of small tractor buyers this coming year there are a goodly number who will be looking for a reliable small thresher and live dealers like Iverson & Miller will reap the reward.

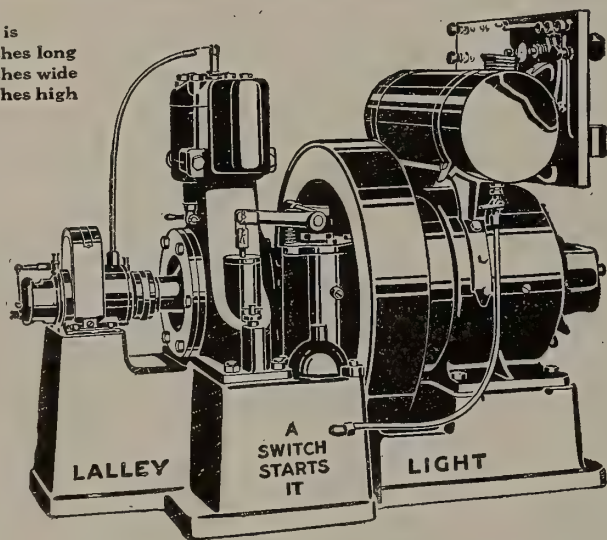
This machine is not a large one cut down; it was designed especially for small power. The accompanying illustration shows a shipment of these machines received by the above-named dealers.

The only people who have no use for money are those whose credit is good.



A Line-up of Geiser Separators outside a Dealer's in South Dakota

Plant is  
27 inches long  
14 inches wide  
21 inches high



### Six Years In Use

**L**ALLEY-LIGHT has been in actual farm use for six years.

That removes it far from all thought of experiment.

Hundreds of farmers know it is reliable and safe and low cost to run.

They know its light is

bright and steady and un-failing.

We will give you a free demonstration of Lalley-Light on your farm any time. Call for the book of owners' testimonials.

*We have a most attractive Dealers' Proposition*

*Write for full Particulars*

**LALLEY-LIGHT**  
THE BALL-BEARING ELECTRIC LIGHT PLANT

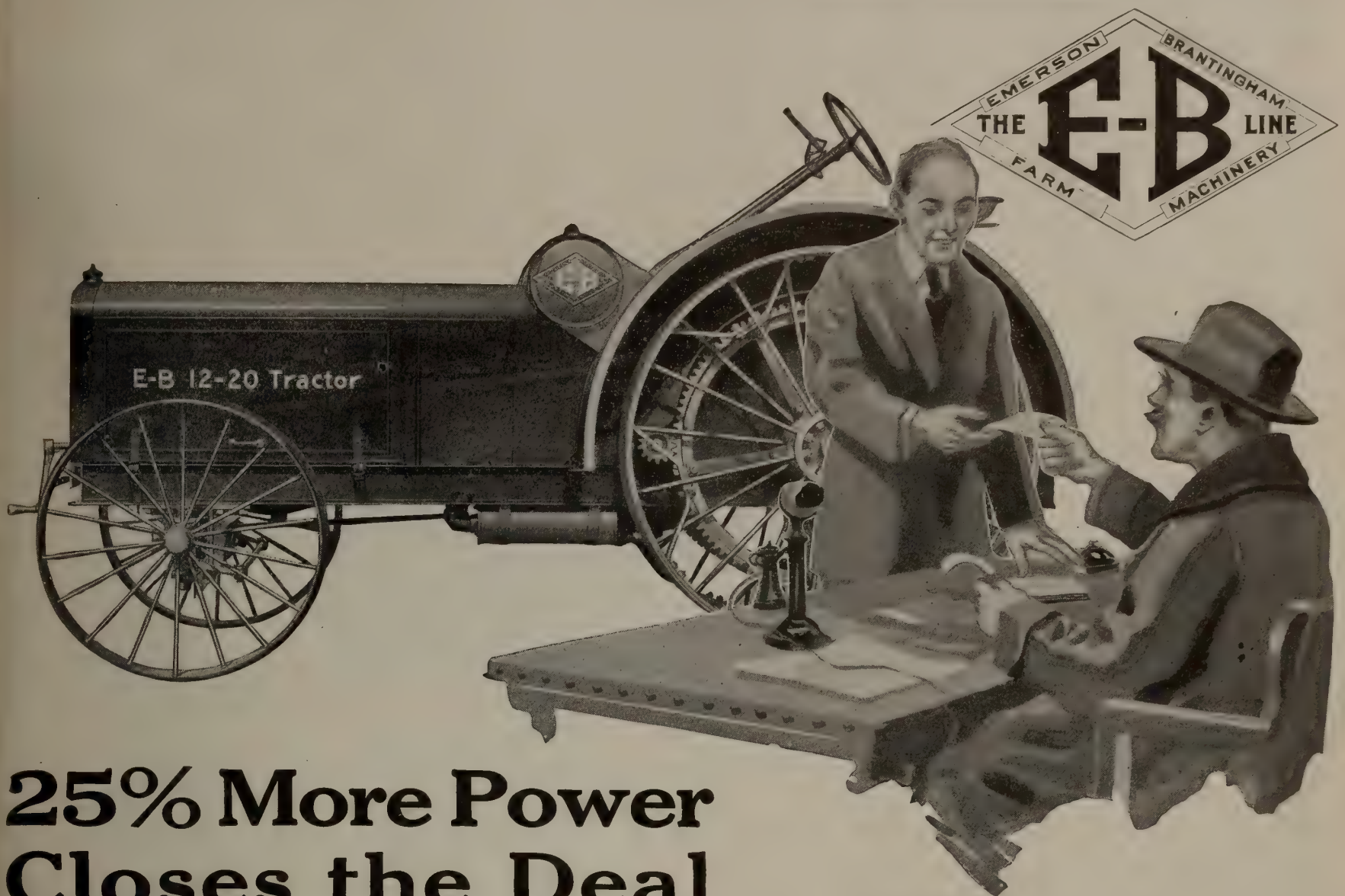
**WESTERN CANADA MOTOR CAR CO. LTD.**

263 Edmonton Street

Winnipeg, Man.

Distributors for Manitoba and Saskatchewan





## 25% More Power Closes the Deal

25 per cent more power in the tractor means more than 25 per cent in added sales. It is the final punch that brings the order.

The E-B 12-20 Tractor was a favorite with farmers in 1917 because of its dependable performance and the improvements for 1918 make it stand head and shoulders above all competitors.

The E-B 12-20 is a good tractor to sell. Because it's a good tractor to own.

And if a man's farm demands a larger or smaller tractor than the E-B 12-20, there's one

in the E-B Line exactly suited to his needs. Four sizes: 9-16, 12-20, 20-35, 40-65. All E-B Standard four wheel machines. All equipped with four cylinder, vertical motors. All burn kerosene, gasoline or distillate.

It is impossible to describe the features of the E-B line in an advertisement. But you should know them if you want to sell a tractor that will satisfy your customers and build trade.

Write for facts about the E-B Line and details of E-B Dealer's Selling Helps.

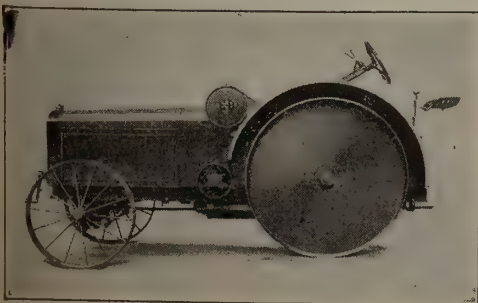
Distributors for  
Manitoba:

**Tudhope-Anderson Co.**  
WINNIPEG

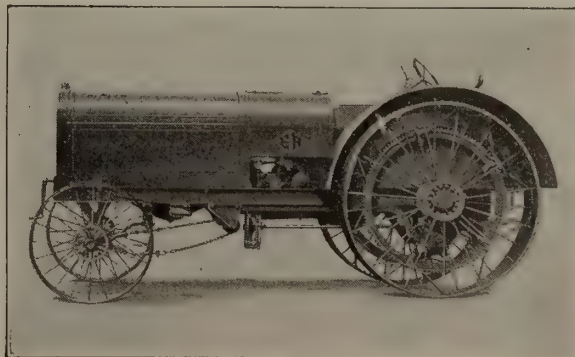
Write for Agency Contract

**Emerson-Brantingham Implement Company, Inc.**

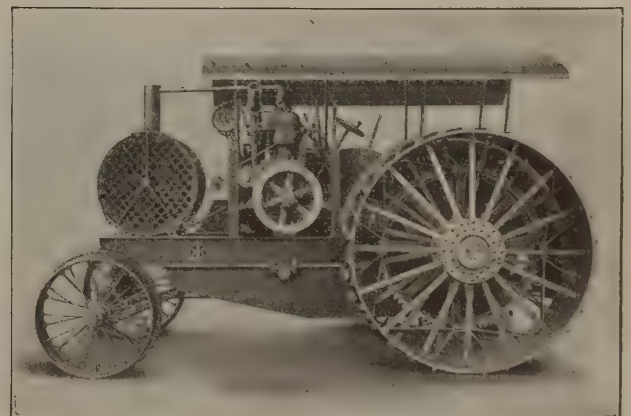
Good Farm Machinery Established 1852  
Regina, Sask.



E-B 9-16 Tractor



E-B (Big Four) 20-35 Tractor



E-B (Reeves) 40-65 Tractor



### The Garden Tractor Has Arrived on the Scene

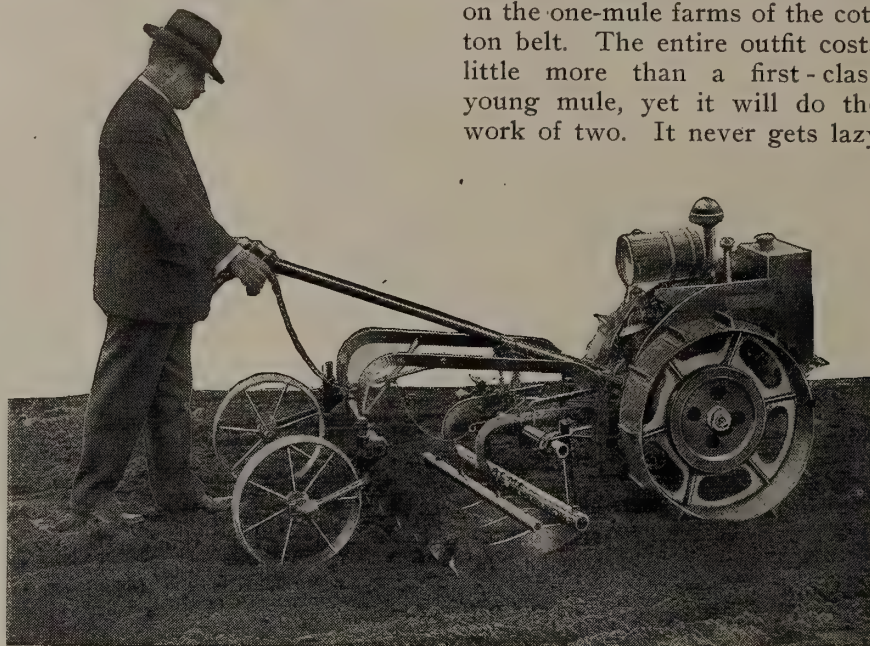
Market gardening has always demanded a vast deal of hand work. And this year it is going to be well-nigh impossible to get the usual amount of help. In New York state alone there are reported to be 8,000 less farm hands than one year ago. But the garden tractor has arrived on the scene in the nick of time to give effective help.

The above illustration shows the Beeman garden tractor combined with the familiar Acme harrow, one-horse size. A special trailer attachment renders the harrow easy to control. There is a rigid frame between the tractor and the castor wheels of the trailer. Various implements to be used are fastened to the frame by means of special attachments.

With this outfit, a perfect seed bed can be made in much less time than ever before. As this little tractor goes snorting across the field, the soil rolls from the long curving blades of the harrow in a steady stream. Air-spaces between the furrows are filled. The soil is made smooth and firm below with a loose mulch at the surface. In such a seed bed, the gardener can plant high-priced seeds with the assurance that they

will have full opportunity to grow and develop.

This same handy outfit is just the thing for cultivating corn, strawberries, bush fruits and other wide-row crops. The little tractor will work right up to the row and close to the fence. It



A Miniature Tractor as used for Market Gardening

doesn't waste any land in turning nor does it tramp down the hills. The harrow attachment is equipped with a catch which will hold the harrow blades off the ground so that there is nothing to drag

or carry around the corner. A boy or a woman can operate it easily—an important point in war time, when the able-bodied men have been drawn away.

Those familiar with the conditions in the South are enthusiastic over the possibilities of this outfit on the one-mule farms of the cotton belt. The entire outfit costs little more than a first-class young mule, yet it will do the work of two. It never gets lazy

or tired; it chugs right along at full speed on the hottest days. Then, too, it releases several acres of land for crops which would otherwise be needed to support the mule. Sixty cents worth of gasoline will answer for an eight-hour day. And when the tractor isn't working it costs nothing to keep.

The Beeman garden tractor takes other standard garden tools as well as the Acme harrow, so that it can be readily adapted to every garden or cultivating purpose and even for light plowing.

With help so scarce, and the need for making every acre count so great, the little outfit bids fair to sell like the proverbial "hot cakes." A line to the Duane H. Nash Inc., Millington, N.J., will bring full information. Better write them at once.

### In New Post

The many friends of McAllister Campbell will congratulate him upon his promotion to an important post at the head office of the Dunlop Tire & Rubber Goods Co. at Toronto. Mr. Campbell has been divisional manager of the Winnipeg branch for a considerable time, and is held in high esteem by a large circle of acquaintances.

He is succeeded in Winnipeg by R. McKinnon, formerly in charge of the Dunlop Company's business at Calgary, who has for many years been associated with the company in various important capacities.

### Use the Mailing List

While the direct selling concerns do not have the direct contact with farmers which dealers enjoy, they are continuously using their mailing lists to keep in touch with the farm trade. Their sole point of contact is literature, and the dealer ought not to be backward in the same line of trade aggressiveness.

It is fair to reason that if dealers will back up their personal contact by frequently using their mailing list in sending out the dealer helps that manufacturers supply them, and then properly co-operate with the manufacturer by showing the goods on the floor and being ready to respond to calls on the dealer created by the manufacturer's advertising to the consumer, the dealer's profits increase proportionately with those of the manufacturer.

The fact that consumer advertising to farmers tells them about the merchandise and then sends them to the dealer's store to see it, and when they do see it find that it compares favorably with mail-order articles which they cannot see—is causing more and more farmers to do business with their home dealer because they see the goods before they pay for and get service they never get by buying direct.

### Local Advertising Valuable

The local paper should receive the support of every dealer. It goes into the farm homes, it is read from start to finish, it is the best advertising medium possible, and at a trifling cost considering its quality of circulation. Big dealers realize this fact, says Implement Hardware Bulletin. Every local paper could get double the rates the dealer pays from mail order concerns, but out of pride in the town and community the publishers refuse such copy. It is up to the local merchant to reciprocate.

It is also true that in every week in the year there is something for the live dealer to advertise. If you cannot think of something that is timely, sit down and study a little. If you had a man in your store what would you try to sell? That is the key. Do not forget that if you can induce one man to come to your store instead of going to another store, you have paid for one week's advertising. If you sell one man a bill of goods which would not have been sold otherwise, you have paid for your advertising for a month or more. If you make one regular customer, you have paid for regular advertising for a year.

## ANNOUNCEMENT

BY THE

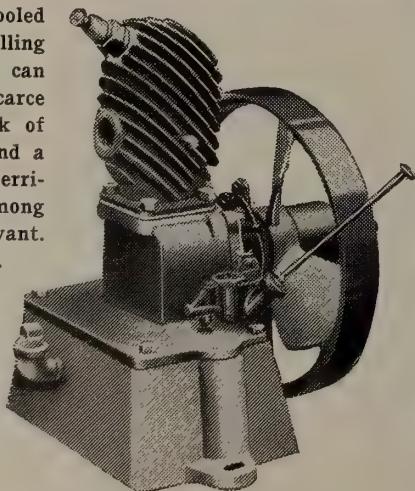
## Maytag Company, Ltd.

**O**UR Commission Contract covering the sale of the Genuine Maytag All Steel Ruth Self Feeder and a full complete line of Threshers' Supplies is very liberal and will make you good money if you push things along.

If we are not already represented in your town, let us hear from you, and PLEASE do not delay.

We have some lines, staple goods, such as you sell every day, that we bought right and have in stock. Our dealers will be taken care of first. There is not enough to go round. It is more a question of getting the goods this year than of selling them.

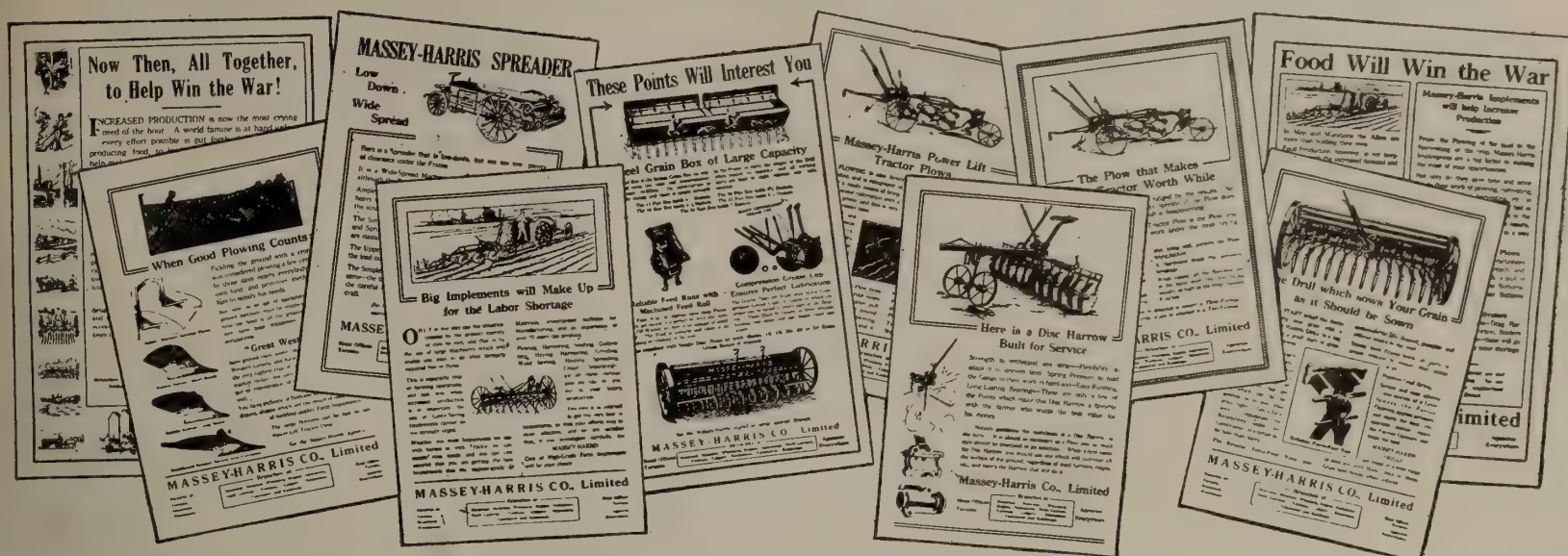
This one-horse, two-cycle, air-cooled engine is a wonder. We are selling them about as fast as we can have them made. Labor is scarce and one of them will do the work of several men. The profit is good and a large number can be sold in your territory. This is only one article among the many that your customers want. Let us hear from you to-day, NOW.



**THE MAYTAG  
COMPANY, LTD.**

WINNIPEG





# These Ads Will Help You Sell Massey-Harris Implements

## The Massey-Harris Line Includes:

Grain Binders  
Reapers  
Corn Harvesters  
Mowers  
Rakes  
Side Delivery Rakes  
Tedders  
Hay Loaders  
Cultivators, Seeders  
Hoe Drills  
Shoe Drills  
Disc Drills  
Fertilizer Drills  
Fertilizer Sowers  
Disc Harrows  
Drag Harrows  
Harrow Carts  
Feed Cutters  
Pulpers, Grinders  
Ensilage Cutters  
Manure Spreaders  
Cream Separators  
Plows, Scufflers  
Land Rollers  
Packers  
Tractors  
Wagons, Sleighs  
Gasoline Engines  
Saw Outfits, Etc. Etc.

All the leading Farm Papers in Canada are carrying Ads such as are shown above. Many of these are full page Ads---all of them are of good size and attractively displayed.

They will pave the way for you in making Sales; a farmer who has read these Ads in his paper will be much easier to influence---he is already favorably impressed with what you have to sell.

A good assortment of Catalogues, Booklets, Folders, etc., is also available to furnish your "Prospects" with strong arguments as to why our Implements will give them the best service.

And Massey-Harris Implements live up to the claims made in the Advertising---they give satisfaction and each one sold helps to sell another.

*Massey-Harris Implements  
are Easy to Sell and  
they stay sold.*

# Massey-Harris Co., Limited

## Branches at

Montreal, Moncton, Winnipeg, Regina, Saskatoon, Swift Current,  
Yorkton, Calgary, Edmonton, Vancouver, Kamloops.

## Factories at:

Toronto, Brantford  
and Woodstock.

Head Offices:  
Toronto, Ont.



### More Crops with Less Labor

Farmers are confronted with the most difficult problem which they have ever been called upon to met—the necessity of increasing farm production with an ever decreasing supply of farm labor. To solve this problem, agriculturists have proposed a number of plans, some of the more important of which are as follows:

(1) The use of more farm power by replacing or supplementing horses with farm tractors, thus increasing the productive capacity of man-labor, making possible the farming of larger acreages and accomplishing more timely and a better quality of farm work, which should result in increased yields.

(2) The use of labor-saving and larger farm machines for tilling the soil and harvesting and handling the crops which should likewise result in greater achievement with the same or less man-labor.

(3) The use of all available farm manure supplemented when necessary with proper commercial fertilizers in order to increase the productive power of the land, and thus give larger yields and greater returns for the labor expended.

(4) The planting of well-bred seed of adapted varieties of grain and the testing of the germination of seed in order to insure better stands and larger yields.

(5) A more careful organization of the farming business with reference to live stock raising, cropping plans, soil fertilization, the most economical use of available labor, machinery and power which the farm affords, and the securing of necessary working capital to purchase essential equipment and supplies.

(6) Greater co-operation among farmers in each farming community in regard to exchange of farm labor and farm power and greater co-operation of farmers with other interested agencies and with the government in utilizing the information and other assistance which such agencies are gladly offering to give.

### Meeting Price Complaints

We would suggest to every dealer that he tabulate in one column the price of every product which the farmer is producing today, and in an opposite column the prices received at the time the war broke out, and the prices received ten or twenty years ago. From this tabulation build your arguments, which you will throw back at the farmer every time he complains about the prices that you charge.

# CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE  
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION  
AND  
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF  
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by

**Canadian Farm Implements, Limited**

STOVEL BUILDING

WINNIPEG, CANADA

### SUBSCRIPTIONS

\$1.00 per year in Canada: Foreign \$1.25 per year

Single Copies, Ten Cents

### ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

### CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association  
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, APRIL, 1918

Show him what he got for his wheat four years ago and twenty years ago, and what the purchasing power of a bushel of wheat was at these earlier periods. Then put the question squarely to him and make him show you what the increased cost of raising an acre of wheat is now over what it was at these earlier periods. The fact is this increase of cost is infinitesimal, compared with the increased selling price of every product which the farmer raises.

A little careful attention to simple statistics and facts, and this question will awaken some farmers from their pessimistic ideas, and it will let all farmers know that you are familiar with the situation, and that if there is a grievance in the situation, it does not belong to the farmer.

### Misjudgment of Others

Human nature is naturally self-centered, and egotism not only inflates self, but, consciously or possibly unconsciously, misjudges and injures others. Destruction is a much easier task than construction. A monkey in an art studio, an elephant in a china shop and an imbecile playing with a match in a library, can commit ravages within an hour that could not be replaced by the genius of centuries.

This futile and fatal tendency to decry and destroy is not confined to the irresponsible. We

find, strangely enough, that men of supposed character and culture, of useful life and labors, have been prone to act unjustly to others and to belittle the service of those under them when their own ambitious ends seem to be endangered. In his quiet, useful life a man has been known to be wise, dignified and conservative; but when uplifted on a high pedestal his whole being changed because of the weight of his vaunting ambition and blinding prejudice. Try always to put yourself in the other man's place. In doing so you may sacrifice material ends, you may sacrifice gold and glory but, like Belgium, you retain your soul.

### A Valuable Asset

One of the most important factors in the retail implement trade is your business standing in your community—the good will your business enjoys. Intangible though this asset may seem, to reckon its value on a dollar-and-cents basis, it is the very life of your trade. Upon it, more than upon any one other thing, your success depends. It embodies the foundation for your future building. It is the reputation you acquire for honesty, integrity, square dealing, progressiveness, studying the needs of your locality and being able to supply those needs with products that will stand the test. In fact, it is

that force, call it sentiment if you will, which proceeds from your business transactions and makes for you regular customers. It is as necessary as merchandise on your shelves, and when once acquired must be constantly maintained. And yet, there is no market in which it can be purchased. The only way you can obtain it is to develop it yourself. It is, therefore, important that you link up with the lines that will assist you in its development and maintenance?

### U.S. Food Administration Suggests Retail Twine Price

The dealers in the United States and the Binder Twine Section of the Food Administration are at loggerheads. The Washington people have sent notices to the farm papers throughout the United States giving the wholesale price on binder twine and saying that the retail price should not be more than 1½c. higher than wholesale price, plus freight.

The officials of the U.S. National Federation of Implement and Vehicle Dealers' Associations and of constituent associations have wired the Food Administration, urging recall of these notices and asking that an investigation be made of the effects such a price would have upon the distribution of twine at harvest time.

It must not be understood that the Food Administration has made an arbitrary maximum retail price, but suggests that the dealer should not ask more than 1½c. advance over cost and freight, which would make the retail price in the U.S. about 25c., leaving the dealer a margin of 6 per cent.

There is a general disposition on the part of dealers to keep the price of twine down to the minimum, and the prices they have established run 27, 27½ and 28c.

The claim has been set up that dealers must ship earlier than usual this year to insure getting twine in time for harvest, consequently must take greater chances on the crop, and that they cannot afford to do this on the margin named, hence it will result in inadequate stocks and consequent loss of grain. Furthermore, that while U.S. dealers do not expect much profit on twine this year, yet they are entitled to some consideration.

The margin of profit on each grade in the United States would, as at 1½ cents, be 6 per cent on sisal and standard twine. On the higher grade twine, because of higher price, the margin would be less, varying from 5.5 for standard manila to 4.8 pure manila.



## Frank D. Blakely Dead

Frank D. Blakely, publisher of "Canadian Farm Implements" and "Canadian Blacksmith and Woodworker," passed away on morning of March 30th, at his residence, 252 Maplewood Ave., Winnipeg. Mr. Blakely had been laid aside from business for the past twelve weeks, for practically all of that time being confined to bed. For the past two years or more he had suffered greatly from stomach trouble, and latterly with heart trouble, advanced dropsy being the cause of death.

The deceased gentleman was born near Owen Sound, Ontario, on September 14th, 1865. As a lad he attended school in New York state, but at an early age came West to Winnipeg along with his widowed mother, who survives him. In the pioneer days he was engaged in railway work with the C.P.R. in Saskatchewan and Alberta, finally migrating to the United States, where he worked for some time on the Union Pacific. Following this he left the Western states and went south San Francisco, Cal., where he entered the photographic business, subsequently carrying on a studio for himself.

Leaving San Francisco, the late Mr. Blakely came East to Chicago where he worked for a short time, returning to Winnipeg where he carried on a photographic business. An expert photographer with a distinct genius for landscape work, he was soon appointed their official photographer by the C.P.R., for whom he toured the whole of Western Canada, securing photographs to be used for special immigration and development literature. Many of the views which he made are of considerable historical interest. Some twenty-one years ago he left the photographic field and became connected with the subscription department of The Nor'-West Farmer. For that old established farm journal he travelled through the West, doing subscription work, securing live stock and farm scenes, etc. Graduating from that side of the publishing business, Mr. Blakely was appointed advertising manager for The Nor'-West Farmer, which important position he filled with great ability until 1904, when he inaugurated "Canadian Farm Implements," which publication he managed until his demise.

Farm machinery was becoming a large factor in the agricultural development of Western Canada, and in instituting a journal which dealt solely with the implement industry, the late Mr. Blakely

aimed at a trade organ which would keep manufacturers, jobbers and dealers in touch with current topics and development in the farm machinery business in Western Canada. He gave a great deal of time to the question of organization in the retail implement trade, was secretary-treasurer of the Interprovincial Retail Implement Dealers' Association, and a member of the



THE LATE FRANK D. BLAKELY  
Born September 14th, 1865  
Died March 30th, 1918

Winnipeg Wholesale Implement Association. In 1909 he instituted "Canadian Blacksmith and Woodworker," the only trade journal to the blacksmith published in the Dominion. He was personally acquainted with a very large number of implement dealers and blacksmiths, being a prominent figure at all their trade conventions.

Mr. Blakely was a member of the Carleton Club, and although he took no part in public affairs, had an exceptionally large circle of friends and business associates. He was a member of St. Johns Lodge No. 4, A.F. & A.M., for many years, although never prominently identified with lodge work.

He leaves to mourn their loss a wife, one daughter, Jean; a widowed mother; a sister in North Bend, B.C., and two brothers, J. A. Blakely, Chicago, and Sidney Blakely, of Winnipeg.

### Laid to Rest

On Tuesday, April 2nd, the remains were interred in the family plot in St. Johns cemetery, Winnipeg. A service was conducted

at his residence 252 Maplewood Avenue, brother members of the Masonic lodge acting as pallbearers. The funeral was very largely attended, practically every farm machinery and equipment concern in the city being represented by men who were close friends of the deceased over many years development in the implement and machinery business in Western Canadian territory. The casket was hidden beneath a wealth of beautiful floral tokens from friends and business institutions.

From the residence the body was taken to the Masonic Temple where the Masonic service took place, and thence to its last long home at St. Johns cemetery where a large concourse saw laid to rest all that was mortal of Frank D. Blakely. On behalf of the entire implement trade we proffer our deep and sincere sympathy to those who have lost a fond husband, a loving father and a man whose life was an incentive to all.

\* \* \* \* \*

"Frank," for so he was intimately known to all of us in the business, will go out and in amongst us no more. We will miss his cheery personality, his optimism and his never failing belief in the great future of Western Canada's implement business. Often, of late years, he labored away when it taxed his strength sorely, for he was far from well a great part of the time. Yet he was ever obliging, ready to help out in whatever way he could; no trouble was too great if it meant service to others—for he truly found pleasure in doing whatever lay in his power for those with whom he came in contact. What life gave him he worked hard for, and many there are who when they looked on Frank at rest were glad amid their sorrow that they had known such a man and had accounted him as friend. Of Frank it can truly be said that "after life's fitful fever cometh peace." The cheery, jocular badinage, the inherent good humor, the readiness to give a helping hand, the little thoughtful acts all were but part of the innate kindness and sincerity of the man. What more can we say save—"Brother, farewell." The world has been the better of his efforts, and with his passing the implement trade loses a man who was well liked by all and who has been called home at a comparatively early age.

As everything we live for is so dependent upon health, should we not back it up, support it in every possible way?

## Personal

W. Allen is a new tire repair man in Herbert.

Bert Baptiste has opened a new garage at Rumsey.

E. A. Arndt is a new automobile agent at Delisle.

A. K. Nesbitt is now carrying on an implement stand at Oxbow.

J. A. Deans is proprietor of a new implement business at Eston.

Borse & Wigg are owners of a new automobile business at Dol-lard.

E. C. Powers has discontinued his implement business at Mortlach.

Wilbe Bros. have discontinued their implement business at Rush Lake.

The Universal Tractor Co. is a newly-organized concern at Saskatoon.

The Virden Motor Co., Ltd., is a new concern incorporated at Virden.

Clen Olmstead is the name of a new dealer in the village of Sceptre.

Slater & Warnken, dealers at Semans, have sold out to George Farrish.

Motor Accessories, Ltd., is a new concern doing business in Vancouver.

J. M. Gibson, the dealer at Saltcoats, is advertising his business for sale.

C. H. Burns, an implement dealer at Roblin, has sold out to Dunlop Bros.

H. D. Miller is the latest addition to the implement fraternity at Gull Lake.

Lacourciere & Son, implement dealers, are a new firm doing business at Ponteix.

Emil Larsen, the harness man at Scotsguard, is advertising his business for sale.

J. T. Hunter & Son, dealers at Claresholm, have sold out to McConnell & Mercer.

W. V. McTaggart, auto dealer at Gadsby, has sold out his business at that point.

D. H. Dial, an implement dealer at Oyen, has discontinued operations in that town.

John Lowrie is proprietor of a new implement business recently started at Kinistino.

W. Begin, auto dealer at LaFleche, has sold out to the LaFleche Motor Co.

McDonald Bros., the dealers at Wawota, have sold out at that point to E. J. McKay.

Geo. Schwandt, a harness dealer at Edmonton, recently suffered by fire in his premises.

A. W. Barrs, a harness dealer



at Birch Hills, has sold out to R. L. Nevison, Melfort.

Pittman & Gilman, automobile agents at Morris, are succeeded by Gilman & Anderson.

Potter & Moffett, auto dealers at Wynyard, have sold out to Bjarnason & Goodman.

H. E. Clausen, the harness dealer at Caron, has added farm specialty lines to his business.

A. E. Josephson & Son, auto dealers at Herbert, have opened a branch business at Rush Lake.

E. Kitchen is the proprietor of a newly-opened harness establishment in the village of Veteran.

Charles L. Griffiths is the name that graces the front of a new implement business at Milk River.

A. Dewey has bought out the implement business at Morse formerly carried on by J. Bestrop.

The implement stocks of Agnews, Limited, at Prince Albert, are advertised for sale by tender.

Campbell Bros., automobile dealers at Assiniboia, are advertising their garage business for sale.

H. F. Anderson, manager of the Tudhope-Anderson Co., paid a visit to Minneapolis during March.

The Kerosene Burning Carburetor Co. of Canada is a new concern recently organized in Winnipeg.

A. E. Josephson, an auto and implement dealer at Herbert, has taken his son into the business as a partner.

Holland & Pierce, implement and auto dealers at Saskatoon, have discontinued operations in that city.

L. Betker has bought out the implement warehouse at Southey formerly carried on by H. B. Chandler.

Burgess & Taylor, automobile dealers at Boissevain, have dissolved partnership. A. Burgess continues.

Robert Maltman has bought out the retail implement business formerly carried on at Binscarth by Andrew Hunter.

Charlie Shaw, the popular automobile man at Kelwood, has sold out his auto accessory business to a dealer named C. Smith.

Finn & McDowell, implement dealers at Expanse, have dissolved partnership in their business at that point.

W. C. Leverna and A. T. Paterson have organized the Edmonton

Tractor & Implement Co. in the northern Alberta city.

David Drehmer, manager of the John Deere Plow Co., Winnipeg, is now on a visit to Toronto and other Eastern points.

The Cranbrook Saddlery Co., in the town of that name, recently suffered considerable loss through fire on their premises.

Willets & Porter, implement dealers at Manyberries, have dissolved partnership. Mr. Willets continues the business.

McMahon & Munwitz, auto dealers at Taber, have dissolved. The business is now controlled by McMahon & Sneddon.

The concern known as the Waterloo Boy Kerosene Tractor Co. of Canada, has been registered under Saskatchewan laws.

Patterson & McGregor, implement dealers at Carievale, have dissolved partnership. T. H. McGregor continues the business.

F. M. Gimpher, Medicine Hat, Alta., has closed a contract to job and retail Wallis tractors and Enicar plows in southern Alberta.

S. R. Voas, the implement dealer at McGee, is opening a branch business at Fiske. We wish him success in his new location.

Montgomery & Turney, implement men at Imperial, have dissolved partnership. A. T. Turney will in future carry on the business.

A new incorporation recently started at Winnipeg is the Manitoba Gay Double Tread Co., who will carry on a tire vulcanizing business.

C. H. Burns, the hardware and implement dealer at Roblin, has sold out his interests to Dunlop Bros. Mr. Burns will go into the automobile business.

The wholesale hardware business of the J. H. Ashdown Co., which was recently burned at Saskatoon, will be rebuilt and considerably enlarged.

Birney & Jackson, implement dealers at Reston, have dissolved partnership in their business in that center. In future H. M. Jackson will have sole control of the business.

Meckling Bros., at Morse, have discontinued their oil and implement lines and have entered the auto and harness business, buying out the local harness business of L. Toews.

A. M. Dodds, for the past eight years manager of the Canadian Stover Co., Brandon, has resigned to accept the position of manager with an important organization in Winnipeg.

I. J. Haug, manager of the Winnipeg branch of the Canadian

Avery Co., about the end of March spent a few days at the head office and factories of his company at Peoria, Ill.

D. B. Macleod, the genial sales manager of the John Deere Plow Co., Winnipeg, recently took a trip west to Saskatoon, where he visited the branch of the Deere organization in that city.

In the town of Minnedosa there have been some changes in the implement business of late. Smith & Thomson have sold out to C. R. Smith, while E. H. Mustard has discontinued his stand at that point.

Briscoe & Jones, garage owners and automobile dealers at Chaplin, have dissolved partnership. B. C. Briscoe continues the business. In the same town, Dan Lockwood is a new dealer in auto accessories and supplies.

Bert Conway, the popular implement distributor at Regina, was a business visitor to Winnipeg the other day. Mr. Conway reports business excellent, and was arranging for more goods to meet the phenomenal demand.

H. Bryant, a blacksmith at Coaldale, has secured the local agency for the Massey-Harris line of machinery. In the same town, Messrs. Knapp and Schimek have taken the agencies for McLaughlin and Chevrolet automobiles.

Charles U. Bromley, for many years on the advertising staff of Farm Implement News, Chicago, died Wednesday morning, March 20th, at the Hahnemann Hospital, Chicago, where he was taken recently following a second stroke of paralysis.

John T. Yule, for more than sixty years actively connected with a wagon making business, died last week at his home in Kenosha, Wis. He was a brother of the late George Yule, of the Bain Wagon Co. Mr. Yule was 87 years old.

D. N. Jamieson, manager of R. A. Lister & Co. (Canada), Winnipeg, recently returned from a business trip to Toronto, Montreal and Quebec. While away, Mr. Jamieson looked into the supply situation and reports that his organization are well fixed to supply the demand of all their well known lines.

E. A. Kemp, sales manager of the Canadian Fairbanks-Morse Co., Winnipeg, recently returned from a trip to the south. While away, Mr. Kemp visited the plant of the Hart Grain Weigher Co. at Peoria, Ill., where he arranged for the supply of the well-known feeders used on Fairbanks-Morse threshing outfits. Mr. Kemp reports business as good.

## Farmers Demand

tillage tools that will make perfect seed beds—make them quickly and without wasting time or horse power. They have rolled up their sleeves to increase production and will listen if you can show them a tool that will do it. The leading State Experiment Stations use and endorse

### "ACME" Pulverizing Harrow

In a single operation, it crushes clods, fills the air spaces, firms the soil beneath and leaves a loose mulch at the surface. And, it doesn't pull up sod or trash. Succeeds on every type of soil—there's a style for every tillage purpose. Sizes 1 to 4-horse.

We back our dealers by a national advertising campaign reaching more than 4,000,000 farmers. We follow up every inquiry and do our utmost to help you close the sale. Our dealer's proposition will interest you.

Write for it today.

**Duane H. Nash Inc.**

107 Elm Street

Millington, N. J.



"The Coulters Do the Work"



JOHN DEERE PLOW

COMPANY LIMITED

The double disc harrow enables one to double disc his ground at a single operation, and do better work on account of the fact that the second working takes place immediately after the first.

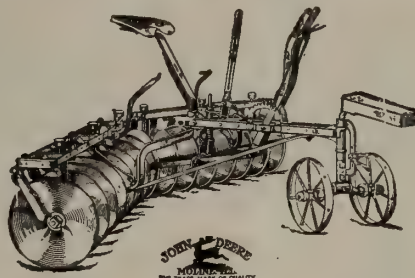


The first section breaks the soil; the second re-works it and fines it, and, as the gangs are out-throw and in-throw respectively, the ground is left in the very best condition.

JOHN DEERE 18-FOOT DOUBLE-ACTION DISC HARROW FOR HORSES OR SMALL TRACTOR

The John Deere Contract is a Money-Maker

Write the Nearest Branch House for Particulars



DEERE 16 x 16 DISC HARROW

We have a Large Number of Agents

BUT

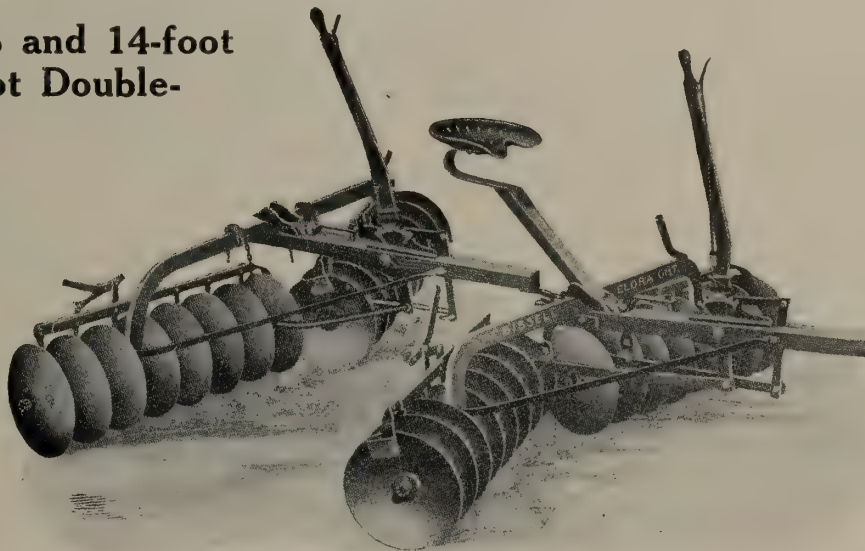
We Want an Agent in Every Town

## Disc Harrows for any Size Power—Motor, Auto, Engine, Ox or Horse

### *We Carry a Full Line of Agricultural Implements*

Built in 6, 7, 8 and 14-foot sizes, and 8-foot Double-Action.

Owing to the shape of the discs this is the harrow to make a moisture retaining mulch.

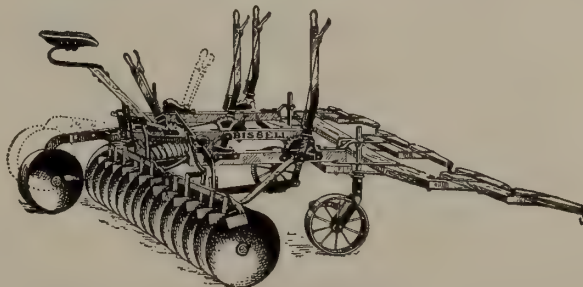


BISSELL DOUBLE-ACTION DISC HARROW

No Experimenting in the field.

They are made to work—and to stay at work.

The 14-foot Bissell Disc Gangs are in four sections, making this wide sweep harrow (14 feet) perfectly flexible, enabling it to fit rough and irregular ground. Good, honest material and workmanship.



BISSELL 28 x 16, 14-FOOT HARROW, with Centre Attachment and Two Tongue Trucks

Originally designed for summer-fallow or special work requiring wide sweep. The 14-foot Bissell Disc Harrow will work anywhere at any time. A 6-horse team will handle it nicely.

BRANCH HOUSES AT

Winnipeg, Man.  
Edmonton, Alta.

Regina, Sask.  
Saskatoon, Sask.

Calgary, Alta.  
Lethbridge, Alta.

JOHN DEERE PLOW

COMPANY LIMITED



### Where the OilPull Tractor is Made

We reproduce below a bird's-eye view of the LaPorte Works of the Advance-Rumely Thresher Company, of LaPorte, Indiana, a true-to-life picture of this company's LaPorte factory.

On the right of the railroad tracks in the foreground are the tractor works where the famous oil-burning OilPull tractor is made. On the left is the thresher

The LaPorte Works is but one of the factories maintained by the Advance-Rumely Co. There is a large plant at Battle Creek—the Advance Works. Another is at Stillwater, Minn., and still another at Toronto, Ontario. In all, four factories.

The extent of this company's manufacturing facilities is best illustrated by saying that its various plants comprise 127 factory buildings, covering a total of 195 acres—tangible monuments of

### Soil and Crop Improvement Bureau Organized

Believing that the agriculture of Canada has very great possibilities of development, and that increase in food production—so greatly needed at the present time—can be brought about by a wider knowledge of improved methods of soil tillage and fertility management, the Canadian fertilizer manufacturers have established a bureau to be known

tion and wise use of stock manure and the judicious use of fertilizers.

The bureau aims to accomplish this task by co-operating with the Dominion and Provincial Departments of Agriculture, colleges of agriculture, schools teaching agriculture, railroads, the farm press, farmers' organizations and such other institutions as are endeavoring to improve the agriculture of the Dominion.

The work of the bureau will in-



Birdseye View of Advance-Rumely Works at La Porte, Indiana

plant wherein is turned out the equally well-known Rumely Ideal Separator.

The Advance-Rumely Thresher Company is one of the oldest in the heavy machinery business, the constituent companies dating back over eighty years. In the old days the product was threshing machines and the old portable steam engines—later, the steam traction engine and still later the internal combustion tractor.

work well done, new friends made and old friends kept.

Beside this extensive manufacturing equipment, Advance-Rumely maintains 22 branch houses and distributing warehouses in all parts of the United States and Canada—the whole organization one of permanence and dependability, that means so much to the buyer of power farming machinery in insuring that he will be taken care of.

as the Soil and Crop Improvement Bureau of the Canadian Fertilizer Association.

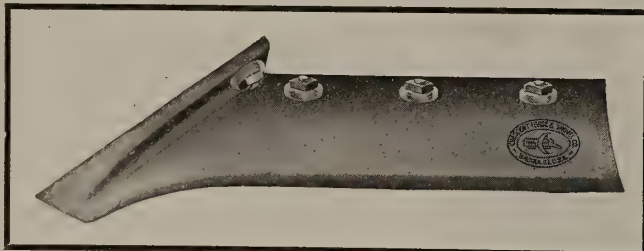
The object of this bureau is to collect and disseminate reliable information which will lead to the increase of Canada's crop yields and the improvement of the quality of farm products; and to encourage Canadian farmers to give greater attention to soil drainage, rotation of crops, use of lime, selection of seed, conserva-

clude the issuance of publications dealing with better methods of building up and maintaining soil fertility, and the producing of maximum crops; lectures and demonstrations dealing with soil tillage, soil fertility and seed improvement; and general publicity of successful agricultural methods employed by leading farmers in the Dominion.

The work is under the direction of Henry G. Bell, who six years ago established and has since successfully conducted a similar campaign in the United States. The headquarters of the bureau are 1111 Temple Bldg., Toronto.

### Developing Gas Engine Sales

One important dealer has devised a method of developing his gasoline engine business to the maximum degree consistent with the economical use of internal-combustion motors by his customers. He has pretty thoroughly card-indexed the probable or possible power needs of his trade so that he knows just about how many horse power each farmer can profitably use. Along with this information, he knows approximately what amount of power, steam, gasoline or wind the man has on his place.



## Send Your Orders for "CRESCENT" PLOWSHARES

Over 1000 Patterns—Guaranteed Perfect in Fit and Finish  
Fit Every Plow—Suit Every Soil—Please Every User  
Large Stock—Prompt Shipment—Satisfactory Service

**PREPAREDNESS PAYS—GET YOUR SUPPLY**

Painted Sets for Wagon, Plow  
or Implement.

When you order always specify

**Westwaco**  
REGD.  
"THE GUARANTEED LINE"

Doubletree Sets, Hitches, Gang  
Eveners, Whiffletrees, Neck-  
yokes, Tongues, Reaches, etc.

Write us for Prices

Ask for Implement Catalog No. 4

The  
Best  
Place

**D. Ackland & Son, Limited**  
TRADE MARK  
CALGARY  
EDMONTON  
65-68 Higgins Ave.  
WINNIPEG

The  
Best  
Goods





"The difference between what he has and what he needs is the field in which I try to cultivate my profits," he explained. "There are comparatively few of my customers who are what I term 'overpowered.' That is, almost without exception, the farmers in this community can use more horse power than they possess.

"There are a lot of them that believe they already have engine facilities big enough or even too large for their farm. The trouble lies in their ignorance of how to get the maximum value out of what they have. Some of them will have a ten-horse engine on the farm, yet they have their boys or hired men cut all of the winter's supply of wood by hand. This is only a sample of what occurs regularly on many farms.

"I have found, furthermore, that the 'intensive cultivation' of my engine trade has been the means of building up business along other lines. For instance, in two months last year I put out seven power washing machines, four cream separators with belt equipment, a couple of power churns and one electric lighting plant. All of these sales are directly traceable to my engine campaign and came with comparatively little effort."

This dealer operates on the theory of educating his trade to the possibilities of the gas engine, and when they get their eyes open he is there to supply their needs. This is real progressive salesmanship and is worthy of emulation by other dealers.

#### The Plan of Pricing

In seasons when conditions are normal, a few items have fluctuating values, but in the main the dealers' stock is composed of articles on which the price does not change during the period of their sale and use, says Farm Implement News.

In contradiction of this, at the present frequent advances in price and the uncertainty of the future price gives nearly all items in stock a fluctuating value.

For plows for fall work dealers are paying higher prices than they paid for the same class of machines for the spring trade. On second orders for spring trade they paid more than the price stated in the original order. The basis of price no longer is the amount paid unless, as in a few cases, that is also the amount at which the article can be replaced. For the replacement value has become the basis, just as it always has been in the case of articles on which the value fluctuates at all times.

The retail price of practically all machines in the dealer's stock should be determined the same as the price of rope is determined, with the replacement value as a basis. No other plan of pricing will insure the dealer against loss when values begin to decline.

Out of our losses may come wisdom, but you can't sell wisdom when you are dead broke.

#### Mechanical Milk Separation

The development and use of the cream separator made possible the performance in a few minutes of a task that formerly took a great deal of time. It also has three other very great advantages over the old gravity method, namely, a greater amount of cream, a better quality of cream, and warm, sweet skim-milk to feed to calves and stock.

The saving effected in the quantity of cream produced with a cream separator in comparison with the old gravity method of skimming when its influence on the cream industry the world over is considered, mounts up into millions of dollars annually.

And, further, we must give the cream separator the credit which is justly its due for the production of a much better quality of cream.

# \$10,000,000

Record  
Sales made by  
Fairbanks-Morse  
Dealers in  
1917



1½, 3, 6 and 10 H.P.

"Z" ENGINES  
bought by  
150,000  
Farmers, who  
demanded Engine  
Quality and Efficiency

Think of it! One hundred and fifty thousand engines sold in 12 months, for which our dealers, all over America, were paid \$10,000,000. These farmers KNEW. They demanded the best engine value that money would buy.

Fairbanks-Morse dealers did that enormous engine business because they sold an engine that has "more than rated power," mechanical excellence, sales-backing, price and profit. And our nation-wide advertising worked with them.

Dealers: Let's work  
together and make it a  
\$20,000,000 Record in 1918

We are doing our share by farm paper advertising—right in your territory. Our dealer helps are behind you; the farmer is directed to your store. In the months ahead you can cash in on the big demand for "Z" Engines, with a good profit on every sale. Give your customers steady, reliable engine service and maximum engine value. The "Z" will add to your prestige—and profits.

Nothing in Engine  
History Approaches this  
Record in Sales

1. Fairbanks-Morse Quality.
2. Economical in first cost and fuel cost—low up-keep.
3. Simplicity and Staunch Durability.
4. Light Weight, Substantial, Easily Operated.
5. Superior Design, Materials and Finish.
6. Leak-Proof Compression.
7. Complete with built-in Magneto.
8. More than Rated Power.

3, 6 and 10 H.P. Use Kerosene, Distillate,  
Coal Oil or Gasoline

Write for Special Bulletin and the "Z" Contract

There's satisfaction in selling a Type "Z," not only because of the nice profit it nets you, but because you know that every engine sold sells several more. A Type "Z" is never lonesome long. It soon brings other "Zs" into the same neighborhood. Will they be sold from YOUR store. Decide NOW. Let us know.

THE CANADIAN FAIRBANKS-MORSE CO. LIMITED  
SASKATOON WINNIPEG CALGARY



## The Valuable Grain Drill

The advantages, which follow the use of an efficient grain drill, over any method of broadcasting for all kinds of cereals are universally admitted. It may not be going too far to say that the poorest drill is better than the best broadcaster. The grain drill saves seed; delivers it in regular quantities at the precise location desired. In sowing broadcast, no matter how thorough may have been the preparation of the seed bed, there will always be a certain amount of seed that fails to germinate, consequently provision must be made for that unknown quantity by broadcasting more seed than is expected to grow. It is difficult to determine how much extra should be sown, but what-

ever the amount, it is a useless waste. The first operation of broadcasting, either by hand or machine, is frequently followed by heavy rains which render it utterly impossible to perform the second operation of harrowing and covering for several days. Uncovered grain thus exposed on the surface of fields is bound to suffer impaired vitality and cannot be expected to germinate in that sturdy, natural way so essential for large yield.

In drilling, the work of sowing and covering is performed at one operation, each day's work being a completed unit of the whole. Where rain intervenes between the operations of broadcasting and covering for a period of a

week or ten days, as may frequently happen, in addition to the impaired vitality of the seed, there is a costly loss of time when germination should be under full swing; and this time is really lost, for it lessens the growing time between seeding and ripening, the tendency being to ripen at the usual heated period regardless of the immature condition of the plant and berry. Naturally, the longer the season, the better the grain will "fill" or mature. Drilled grain eliminates these delays and really becomes an important factor in lengthening the growing season, consequently producing a more abundant yield of higher value.

Furrow openers are supplied in the great variety of types necessary to meet diversified soil conditions. Hoes, shoes, single disks, double disks and runners, constructed to meet special requirements, make it possible to obtain a drill exactly suited to particular demands of every individual farmer. The one to six-horse drills provide a range from which selection can be made for any size of farm within reach of every farmer.

The grain-feed devices are the result of years of patient and exhaustive field tests. Saving of seed by using grain drills is an important item, but the accurate distribution is infinitely more so. Every foot of soil should bear its equal proportion of plants and not be overburdened. The feed is really the heart of the drill and must be exactly right.

The grain drill is the special servant and friend of the farmer, his most important implement, performing a great variety of service. Almost all kinds of farm crops may be drilled. In addition to wheat, oats, barley, spelt, rye, rice, etc., peas, beans, ensilage corn, flax, millet, alfalfa, sorghum, mealies, kaffir and broom corn, beet seed, etc., may be handled in a satisfactory manner. Old pas-

tures are easily renewed by drilling clover in sod after rain, a single disk drill being useful for this purpose. Clover is also put in timothy land in the same way without disturbing standing crop, but rather increasing it by the cultivation. Alfalfa, with a light protecting crop of oats, brings good results. Commercial fertilizer is also sown by combined drills, in required quantities, all of which demonstrates the giant strides made in the development of the grain drill and the consequent enormous increase in yield.

### Emerson-Brantingham Tractors

In Western Canadian territory the tractors made by the Emerson-Brantingham Implement Co., Rockford, Ill., are handled by the Regina branch of the concern for Saskatchewan and Alberta. In Manitoba the distributors are the Tudhope-Anderson Co., Winnipeg.

The Emerson-Brantingham 12-20 h.p. tractor is a most successful type, and for it there has been a great demand all over North America. A few of its most important constructional features are as follows:

A 3-plow tractor with 2 drive wheels and 2 steering wheels; 12 h.p. on drawbar, 20 h.p. on belt; 2,000 lbs. pull at plowing speed; 3 speeds forward, 1.64, 2.25 and 3.4 m.p.h.; recommended for 24-in. thresher; operating weight 6,500 lbs.; turning radius 30 ft. Motor: E-B, L head, 4 cylinders vertical, 4 3/4 x 5 in.; normal compression 65 lbs.; 850 r.p.m.; recommended fuel, kerosene. Lubrication: Splash system. Bearings: Front wheels C.I., rear wheels and axle, transmission and jack shaft, Hyatt rollers. Transmission: Enclosed gears, pinions and bevel gears forged, ring gears cast; 3 speeds forward. Final drive: Spur gear to rim, all parts finished except master gear. Drive wheels, diameter 60 in., width 40 in. Pulley: 12x8 in., 708 r.p.m., driven through bevel gears; belt speed 2,225 ft. per minute. Double fuel tank, kerosene 16 gals., gasoline 4 gals. Oil capacity 2 1/2 gals. Air cleaner: Bennett, centrifugal. Ignition: K-W magneto with impulse starter. Pickering governor, fly ball type. Carburetor: Bennett, single bowl, 1 1/2 in. inlet; mixture heated by exhaust. Cooling: Water; Moline radiator, pump circulation. Frame mounting: Pivot in front, solid to axle in rear. Dimensions: Length over all 164 1/4 in., width 81 3/8 in., height 86 in.; wheel base 93 in.; shipping weight 6,500 lbs.

How about buggy business?



*There are many good reasons why  
the use of*

## Dunlop Thresher Belts

**"PRAIRIE" and "RELIANCE"**

is quite general throughout every threshing community.

Threshermen realize that Rubber Belts surpass any other kind for the work they have to do, and

That Dunlop Thresher Rubber Belts embody all the good qualities of an Ideal Rubber Belt.

Dunlop Thresher Belts are made

**By Expert Workmen  
In a Uniform Way  
From the Best Materials**

Wherein lies the secret of

**Service, Quality and Satisfaction**

Ask our nearest Branch for a sample of either Belt or both. Dunlop Canvas Thresher Belts and Dunlop Agricultural Hose are thoroughly upholding the reputation of the "Two Hands" Line of Rubber-made Goods.

## Dunlop Tire & Rubber Goods Co. Limited

Head Office and Factories: TORONTO

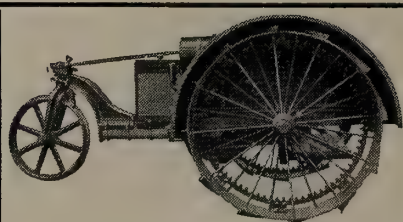
Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax

Makers of Tires and Tubes for all purposes: Mechanical Rubber Goods of all kinds and General Rubber Specialties

WINNIPEG BRANCH: 354 Donald Street.

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## THE BRITISH LION TRACTORS

2, 3, and 4-plow

Agents Wanted. Write for Dealer  
Territory

**The Canadian Tool and  
Machinery Co.**

BOX 416 - - - WINNIPEG



*Food Will Win the War*

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# Plymouth Twine

will do its share in harvesting and binding the grain needed for the Allied Cause.

Uniform in quality PLYMOUTH TWINE is strong, even and smooth running, insuring satisfaction to the farmer, time saved and harvesting cost lessened.

A PLYMOUTH TWINE Contract has always proven to be a real asset for the dealer, embracing, as it does, quality, service, value, advertising assistance, and fair and square treatment to all.

## PLYMOUTH CORDAGE CO.

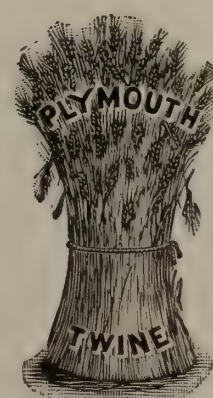
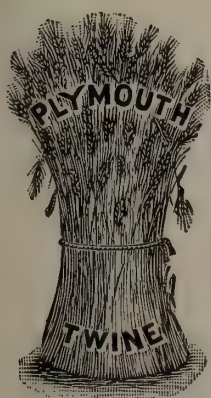
WELLAND, CANADA

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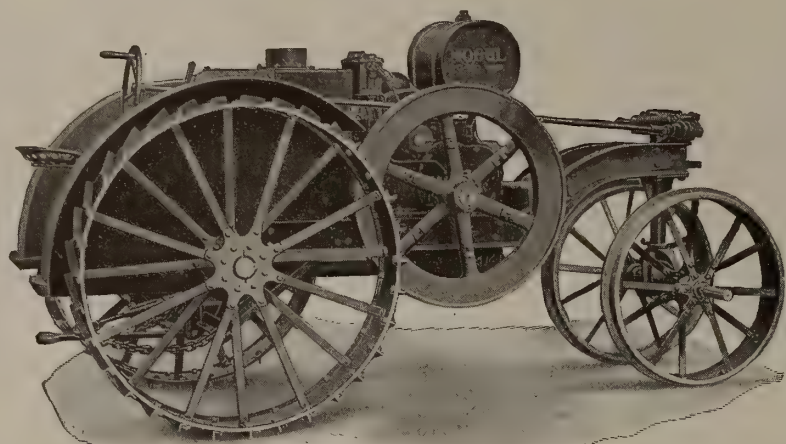
*Canadian Distributing Agencies:*

W. G. McMAHON  
(Representing Lindsay Brothers)  
Winnipeg, Man.

HOBBS HARDWARE CO.  
Toronto, Ont.







## Sell Tractors Now!

### Help to Fill the Pressing Need

**T**HE tractor is a real help to Canadian farmers now, above any time in the past. It is fast replacing horses for all heavy farm power work.

Kerosene is the best, as it certainly is the cheapest, tractor fuel. Therefore, our **Mogul 10-20 h.p.** and **International 15-30 h.p.** tractors are designed and built to operate successfully on this cheap, plentiful fuel.

These are three hard and fast rules our tractors are made to live up to: They must operate on the cheapest fuel farmers can buy; they must be so simple that any farmer can learn to handle them; and they must do enough good work in the field and at the belt to more than pay for themselves. On this basis **Mogul 10-20 h.p.** and **International 15-30 h.p.** tractors have built up an enviable popularity.

There is such a great demand for these machines that early orders count to-day as they have never counted before. It is a time for bending every effort in the saving of time—on the part of both dealer and manufacturer. Write the branch house without delay.

### International Harvester Co. of Canada, Ltd.

#### BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Man.

EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.

#### Concerning Tractor Standardization

In standardizing the tractor the agreement as regards size and power relations seems to be the first essential. In motor truck design we have 1-ton, 1½-ton, 2-ton, 3-ton and so on—a standard list of capacities. In tractors we have no such convenient rating for laying down a list of types. We mention horse powers, it is true, but more often especial stress is laid upon the number of plows the tractor will pull, under "normal" conditions. We then hear of two-plow, three-plow and four-plow tractors—all of which means little to the engineer or farmer, because the nature of soil, the type of plow and the plowing speed are as important factors as the number of plows pulled.

From an engineering standpoint, the drawbar and the speed probably will come to be the most used factors—that is, the drawbar horse power. This is not likely to be accepted readily by the farmer as a means of rating for some time to come. His question is, "What work will it do?" and we have got to find some way of telling him in terms which he can appreciate.

Some definition must be obtained which would translate drawbar horse power into number of plows. If we get an agreed speed, at which rating can be made, also the drawbar pull required per plow, under normal conditions, a tractor could be rated in terms of number of bottoms, once the drawbar pull at standard speed is known.

The question of driving separators and similar machines may have a profound effect in settling the range of sizes in which tractors will be built. Apparently a tractor with less than twenty-five to thirty brake horse power is considerably limited in this respect—that is, brake horse power at the belt pulley. On conven-

tional reckoning a trifle less than ten horse power in the engine is necessary adequately to handle one plow bottom, allowing for the losses in transmission, which are variously reckoned from thirty to fifty per cent. This means that a tractor big enough to drive a fair-sized separator is capable of pulling three or perhaps four plows in most sorts of earth. Machines with twenty brake horse power, or a little less, commonly called two-plow outfits, can only drive a separator of comparatively small capacity.

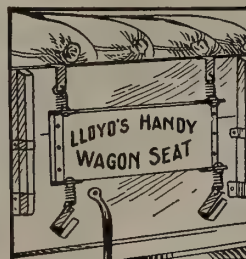
Just as no large business would ever handle its transportation with a huge fleet of the cheapest possible vehicles, so no farmer would ever use a smaller tractor than he could afford to buy—that is, up to a three or four-plow size.

If an agreement can be reached upon the proper brake horse power per plow bottom, it would seem feasible that more tractors will be built in multiples of this amount of power than in any other way. At present, from the factory viewpoint it would seem that the bulk of the machines in demand are about three sizes—8, 12, and 20 horse power at the drawbar, or roughly, two, three or four-plow outfits. There is no doubt that low first cost is the main factor in the demand for the smallest sizes, but for all-around farm work the 20 drawbar horse power machine would seem to be the most profitable from the purchaser's standpoint.

#### Sheaf Loader Plant Damaged

On March 20th fire which broke out in the foundry of the Stewart Sheaf Loader plant at Winnipeg did damage to the extent of nearly \$400. The cause of the fire is unknown.

Knowing where to find it is the foundation of knowledge, and being able to apply it is all the rest of the structure.



The Wagon Loaded



Going Home

## DEALERS!

### LLOYDS' LOW-DOWN SPIRAL-SPRING WAGON SEATS

### ARE IN DEMAND EVERYWHERE

There are hundreds of prospects for these seats right in your territory. A strong, light, durable seat that carries 600 lbs. with ease. Take up no box space. Fit any wagon or sleigh box. Reasonable in price. Order your wagons without seats and let us quote you prices on the Lloyds. Have a supply in stock and watch them sell themselves.

### Wawanesa Wagon Seat Company

WAWANESA, MANITOBA.



## Keep Stocks Attractive

Keeping of our stocks is not only an index to our commercial enterprise, to our system of doing business, but to our personal pride as well. An article well bought and well displayed is more than half sold. It is also well to remember when discussing the manner in which we maintain our places of business that the public in general conduct themselves as per their surroundings. We spend the waking hours of our lives in our business. Temporarily it is our home. Let us make it pleasant by keeping it neat, clean and orderly, and we will find we are gradually educating our trade to the point where they not only expect, but will demand, a higher standard.

If possible, maintain at all times a window display of seasonable goods, neatly and attractively arranged. Have you ever stopped to consider what an enormous volume of business is secured by suggestion? How many times have you started out of a store, noticed something in the window, returned and bought it. Why did you do it? Simply because sight of the article in question created a desire and was the result of suggestion. Notice the goods displayed in the windows of any successful merchant. What are they there for? Merely to suggest, to create a desire. Human nature in general is very restless, never satisfied and always desiring something it does not possess. A neat, attractive display of merchandise is a constant suggestion, and is working day and night to create business for you.

## Lubrication and the Windmill

The most serious problem that has been confronting manufacturers of windmills for years has been that of providing the bearings and working parts with oil. The windmill gets less attention in this respect than any other machine on the farm. Being mounted on a tower, the oiling of the average mill is sorely neglected. The climbing of the tower is always fraught with danger to life and limb.

Various devices have been put into use by different manufacturers to supply a lubricant to the bearings of the mill, such as the wick oiler and the ring oiler. Some concerns have equipped their mills with hard-oil cups, while others have so constructed their mills that the gears run in a bath of oil. One make has neither grease cup nor oil hole on the entire mill. It is equipped at every point of friction with oilless phosphor-bronze bearings. The windmill, as an article of sale, is worth the earnest attention of any

dealer. It is the cheapest power on earth for pumping water. A windmill is far more reliable than some have given it credit for; it works on an average of eight hours a day, and with a large

enough storage tank should take care of the average requirements for water supply. It is a permanent fixture; it adds to the appearance and value of a farm. It is good for forty years of service and

is so nearly indestructible that it would not pay to carry an insurance policy on it. The steel tower is said to be better protection against lightning than the lightning rod itself.

## Woodstock Wagons Increase Wagon Business

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WOODSTOCK WAGONS have a Canadian-made reputation. They are known everywhere for in-built quality; they help the dealer get, and hold, the wagon trade in his district. Built for service and reliability. Best seasoned woods throughout. Light running. Strong construction. Attractive appearance. Fine finish. Woodstock reputation, and our unequalled guarantee, backs every wagon sold. Write our nearest distributor, or direct to factory. You cannot sell a better wagon.

### WESTERN REPRESENTATIVES:

BERT CONWAY, Box 33, Regina, Sask.

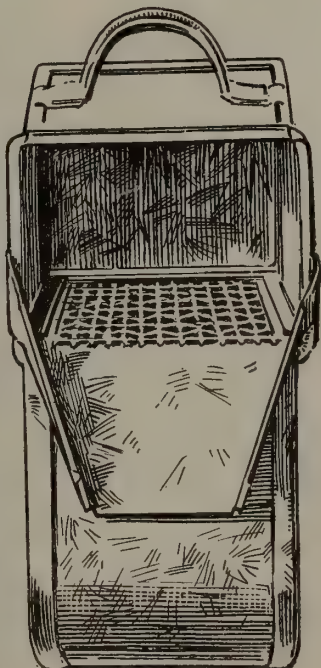
DAVID SMITH, 312 17th Ave. West, Calgary, Alta.

### MANUFACTURED BY

The Woodstock Wagon & Manufacturing Co., Ltd. Woodstock, Ont.

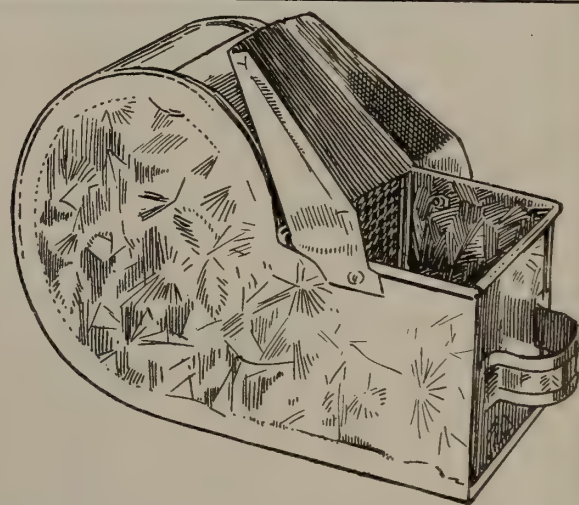
## The "ECONOMY" PICKLER

THE VERY LATEST EASY TO HANDLE  
ONE MAN OPERATES



Front View, showing Pickler  
Tilted to Dump Grain

Live Agents  
Wanted at  
Every Point  
in  
Saskatchewan



Side View of Economy Pickler Ready to Receive  
Grain for Treatment

All fluid drains into bottom compartment when dumping grain. Absolutely no waste. Every grain treated because immersed in the fluid.

Grain compartment is 22 x 15 x 17 inches. Fluid compartment holds 24 gallons.

Screen and spout are easily removed, permitting pickler to be used for other purposes after pickling season is over.

CANADIAN SPECIALTY CO.  
MOOSE JAW SASK.



## The Science of Burning Kerosene in a Tractor

By J. B. BARTHOLOMEW

An internal combustion tractor to perform the function of using kerosene in the most successful and advantageous manner must embody in its design and construction the following elements:

(1) A double carburetor with one side connected the gasoline supply tank, which can be properly adjusted and used for starting and heating up the motor.

(2) The other carburetor connected to the kerosene or distillate supply tank and properly adjusted so that the intake air lines to the motor may be instantaneously switched from communication from one carburetor to the other as the circumstances may require.

(3) The pipe lines from the kerosene or distillate tank must be through some portion receiving heat from the exhaust that will raise the temperature of this low grade fuel to a point not above 90 nor below 75.

(4) The kerosene carburetor must have its inlet connected to a housing around the exhaust pipe, so that when the exhaust pipe becomes heated the air passes into the carburetor at a temperature not below 80.

(5) With the air and the fuel at the temperature above given, meeting in the carburetor, the mixture is readily formed.

(6) The mixture thus formed must be turned into gas (air charged with kerosene is not yet gas), therefore in travelling through the intake pipe it must now be brought in contact with surfaces of the intake pipe made hot on the exhaust pipe (called a gasifier). Passing over these heated corrugated surfaces in a circular path, and finally travelling upwards into the cylinder the centrifugal action throws the heavier particles of kerosene against the heated wall and the heat transforms the kerosene charged air into a dry gas which will instantly explode and burn up completely.

In this method, please observe that it is the heavier part of the mixture that comes in closest contact with the heated portion of the corrugated walls, while the lighter portion, and consequently the more perfect part of the mixture, comes less in contact and, therefore, absorbs less of the heat, thus the lighter and better form of mixture is relieved from overheating. To over-heat the lighter portion of the mixture, destroys its power, for the reason that the hotter the mixture gets, of course, the less expansion there is left in it.

(7) In the passageway between the gasifier and the intake valve must be provided a valve through which outside air can be taken in which will temper this gas mixture and reduce the temperature of it and thereby prevent the loss of expansion due to the temperature required to gasify the mixture.

(8) Provision for injecting water with kerosene and low grade fuel is necessary to prevent carbon deposits and pre-ignition. It is not necessary to start the water for a few minutes and in some conditions of temperature very little water is required. When pre-ignition takes place water is required, but just enough to prevent it. Too much water is evidenced by a white vapor through the exhaust.

(9) The thermo-syphon system of circulating the cooling water is important in burning kerosene because it automatically starts the water circulating as soon as sufficient heat has accumulated in the motor for burning kerosene. A circulating pump is objectionable because at certain seasons of the year the cooling water is circulated too fast and keeps the temperature of the motor too low, causing condensation in the cylinder and when the mixture is not thoroughly gasified, or becomes condensed, the passage of fuel by the piston is sure to be the result.

(10) The motor parts must be thoroughly lubricated. Oil must be automatically supplied to them while in operation. The mechanical oiler dropping small quantities of oil on these cylinder parts is inadequate, and yet would be too

expensive if the oil only passed once over these parts and then went to the bottom of the crank case and drained out on the ground. The importance of thoroughly lubricating the connecting rods, main bearings, pistons and all working parts of the motor cannot be over stated. The necessity therefore of so handling the kerosene and other low grade fuels as to prevent blowing it by the piston rings is not only the most economical in the use of fuel but also in the use of lubricating oil. Any motor passing the lubricating oil through the working parts and then on to the ground without making any further use of it, is an admission that kerosene passes the piston.

(11) The 4-cylinder opposed type of motor not only lends itself admirably for motor work generally because it can be applied to a tractor without the employment of a bevel gear drive, without making the machine excessively wide and without throwing the weight too much forward or too much rearward, but placing it central where it belongs—but in addition to that it possesses features that are very advantageous in the use of kerosene and low grade fuels because two of the cylinders are far removed from the other two, thereby the heat accumulation in one centre is not excessive and permits of the use of two gasifiers, one for each pair of cylinders, which if not entirely impossible would be very difficult to accomplish were all four side by side.

(12) It also possesses another feature of great importance in a kerosene burning tractor and that is that only two main bearings are required. A rugged crank shaft can be provided and the main

bearings made adjustable by the use of ordinary tools and without dismantling any piece or part of the motor. A crank shaft with three or more bearings is not only hard to keep in alignment but incapable of ready adjustment.

(13) It is clearly apparent that the valve in the head and the removable cylinder walls are important elements in the construction of a kerosene burning tractor motor. The valve in the head eliminates the dead pocket in the combustion chamber. The greatest economy can not be established when useless dead pockets filled with explosive material at each explosion stroke are wasted.

### Implement Man is Logical Auto Agent

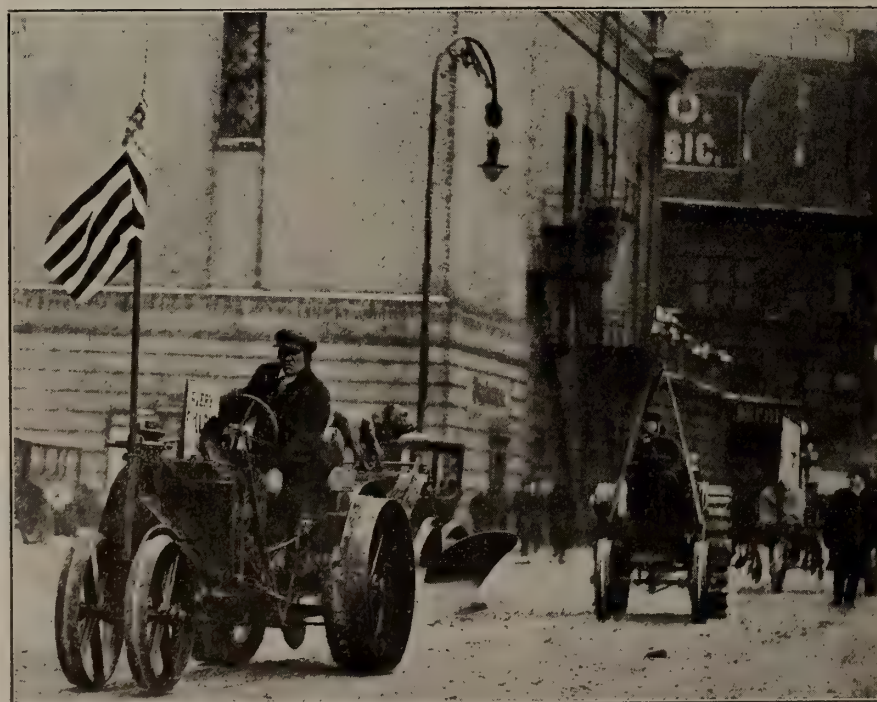
The time is past when automobile manufacturers are willing to entrust the agency for their cars to any individual willing to buy one of their cars. Such a policy may have been all right in the early years of the motor car industry, but is too narrow for the present day. The agents that are desired now are the best business men of the community, men already established with a strong following of customers. As 75 per cent of the popular-priced cars are sold to farmers, it naturally follows that the implement dealer is the best and the logical agent.

And why not?

The implement dealer already has the establishment, the reputation, the sales organization and the necessary capital. Without added expense, except that invested in cars, he is prepared to handle the automobile business and handle it at a profit.

Doubtless some dealers have hesitated in taking on a line of automobiles because they felt that it would require the building of a garage. In this way they are wrong, unless they wish to go into the stabling and repairing of cars. The dealers who have been handling horse-drawn vehicles for many years never found it necessary to go into the livery stable business in order to sell their buggies. The garage end of the business is entirely separate and distinct from the merchandising. The automobile has progressed so far in its simplicity, its durability and its necessity to the individual that it is as much of a purely established merchandising business as the piano trade.

The automobile should be handled by the farm equipment merchant because it is becoming a necessity on the farm; it is more than a pleasure vehicle. The days of the horse on the farm are ending, for the tractor is doing the heavy work in the field.



Part of Tractor Parade held in Minneapolis recently. Avery Tractors in the Foreground



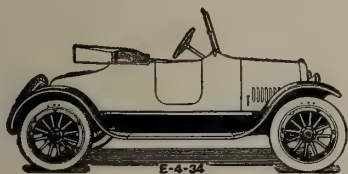
# Canada's Standard Car

New Series  
E  
for 1918

Includes a car for  
Every Class of Buyer



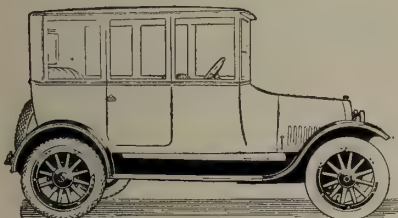
16  
Body Styles  
and a  
New McLaughlin  
Light Delivery



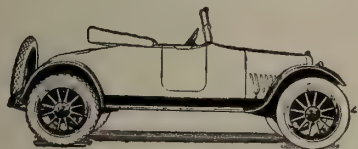
E-4-34  
E-FOUR-34  
McLaughlin 2 Passenger Roadster  
\$1135



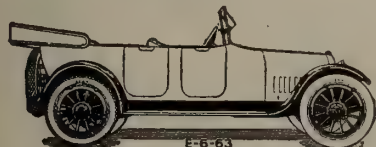
E-4-35  
E-FOUR-35  
McLaughlin 5 Passenger Touring Car  
\$1135



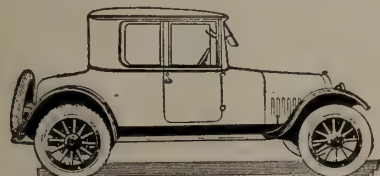
E-FOUR-37  
McLaughlin 5 Passenger Sedan  
\$1685



E-SIX-62  
McLaughlin Light Six Roadster  
\$1460



E-SIX-63  
McLaughlin "Light Six" Valve-in-Head  
Touring Car \$1460



E-SIX-62-COUPÉ  
McLaughlin "Light Six" Coupe  
\$2000

The McLaughlin New Series E includes 16 models of passenger cars and a new McLaughlin Light Delivery.

This complete line of four and six cylinder Touring Cars, Roadsters, Sedans, Coupes, Limousines and Town cars meets the demand for efficient motor cars from every class of Canadian buyers.

The McLaughlin reputation for efficiency, beauty, power, economy and service are the result of persistent adherence to the highest manufacturing ideals.

Right principles of mechanical construction have been refined and improved until the McLaughlin is the most efficient motor car on the Canadian market. In design, finish, paint, upholstery, comfort and equipment, McLaughlin cars compare favorably with the highest priced cars.

The result is seen in the enormous demand among Canadians for CANADA'S STANDARD CAR.

For three successive seasons our output has been sold long before the selling season was over.

Order your McLaughlin now and be sure of your car in Spring.

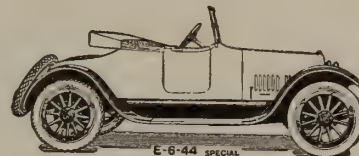
*All prices f. o. b. Oshawa*

THE McLAUGHLIN  
MOTOR CAR CO.,  
LIMITED

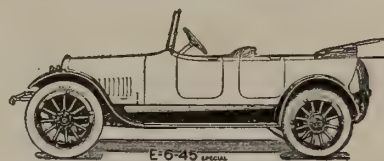
OSHAWA, ONTARIO

12 Branches in Leading Cities, Dealers Everywhere.  
Prices subject to change without notice.

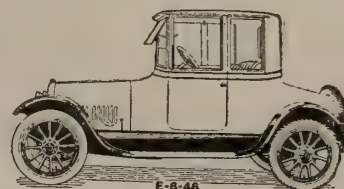
See the McLaughlin Lines at the  
Local Showrooms



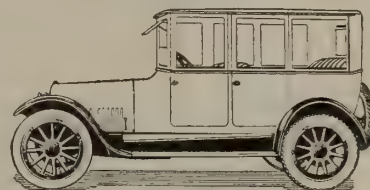
E-6-44 SPECIAL  
E-SIX-44 SPECIAL  
McLaughlin 3 Passenger Roadster  
E-Six-44 Special \$1795  
E-Six-44 Standard \$1695



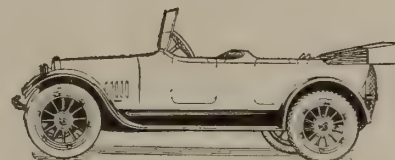
E-6-45 SPECIAL  
E-SIX-45 SPECIAL  
McLaughlin 5 Passenger Touring Car  
E-Six-45 Special \$1795  
E-Six-45 Standard \$1695



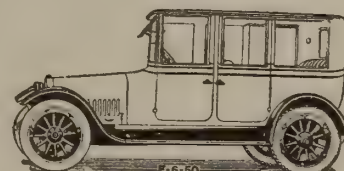
E-SIX-46  
McLaughlin 4 Passenger Convertible  
Touring Coupe \$2300



E-SIX-47  
McLaughlin 5 Passenger Sedan  
\$2525



E-SIX-49  
McLaughlin 7 Passenger Touring Car  
\$2140



E-SIX-50  
McLaughlin 7 Passenger Convertible Sedan  
\$2950



## Hints on Engine Repair and Up-Keep

The dealer who handles internal combustion engines has very often to be his own repair expert. The diseases to which the engine is prone are many, but there are some features in connection with all engines which are common in the case of defective operation. A few of these are as follows:

### Carbon Deposits

Probably the most common source of carbon deposit is the lubricating oil. If too much oil is used in lubricating the piston, the excess over that needed for proper lubrication will be partially burned in the combustion end of the cylinder. The solid matter which is left after the oil is burned, is practically pure carbon, which "deposits" itself on the face of the piston and on the walls of the combustion chamber.

Undoubtedly the most common effect of carbon is what is known as "preignition," or the igniting

or setting fire to the fuel charge before it should be ignited by the electric spark. The deposits of carbon due to the intense heat of combustion in the cylinder, may become red-hot, especially when the motor is operating under a heavier load than ordinarily, and these glowing carbon accumulations will ignite the fresh fuel charge before the point of ignition by the spark is reached—or preignition.

Preignition may be detected by a more or less serious pounding noise, which resembles that of a loose bearing, for which it may be mistaken by an inexperienced operator. There is a difference, however, and that is a preignition knock may or may not be regular, whereas a loose-bearing knock would be regular.

Carbon deposits will also cause loss of power in a motor. Also after the carbon has accumulated

for a time, it may seriously interfere with the proper cooling of the motor by obstructing the transfer of the waste heat through the cylinder walls to the cooling water.

Unless the cylinders are cleaned frequently or a carbon remover put into them, the carbon will become deposited around the spark plug points to such an extent as to provide a short circuit for the electric current, so that it will not jump the spark gap, cause a spark and ignite the fuel mixture.

### Valve Grinding

Valves can best be cared for by giving the engine the best of attention. The successful operator knows that the lubrication, cooling, ignition and fuel mixture must be just right. As a result he has but little valve trouble.

Valves are easily removed by prying the spring free of the valve spindle collar and then tapping the taper pin out, which releases the spring.

Some motors are fitted with valve caps which, when unscrewed, allow the ready removal of the valve, while on other motors it is necessary to remove the cylinder heads. After removing the valve it is well to place a bunch of waste in the valve chamber to prevent any particles of the grinding compound from finding its way into any of the bearing surfaces of cylinder or other parts.

In regard to abrasives, any of the ready-mixed compounds are good. Powdered emery mixed with any good oil is an excellent medium to use. After placing a little of this abrasive on the valve it should be rotated upon its seat, with screwdriver or brace, but care should be exercised not to bear on the valve very hard. Neither should it be rotated in one direction more than about two revolutions, for either of these have a strong tendency to cut or score the valve or valve seat.

When the direction of rotation is changed, the valve should be lifted from its seat, turned a little and again seated. This will bring other particles of the abrasive into action and hasten the grinding. When a bright even surface is secured on both valve and seat, all particles of the abrasive should be removed and the valve placed in position.

### Weak Mixtures

Throttle-governed engines are almost certain to cause trouble if the operator tries to run a weak mixture. Many seem to think they are saving fuel if they screw up the tension screw of the air valve and shut off on the fuel regulating valve. We have known of many cases of valve and motor trouble

because the supply of fuel and air was not sufficient for a rich mixture and good compression.

A weak fuel mixture is to be avoided. The burning is so slow that the valves are damaged by hot gases. A strong mixture is bad also, as there is an excess of fuel which is deposited in the combustion chamber. If there is any choice, a weak mixture is more damaging than a rich one.

### Lost Compression

Loss of compression, and consequently loss of power, is often due to pitted valves, warped stems or dirt on the valve seat. Deposits sometimes form on the valve stems of kerosene engines which have water sprays. This deposit may cause a valve to stick or to work slowly. Grinding remedies the first of these troubles, but the scale must be removed by pounding, filing and scraping. The use of soft water will prevent this scaling, which is worse in the alkali water country.

Loss of power is often due to worn cams or wear in the valve system. As a result the valves do not work with full openings. We have seen cams with the noses worn so much that the valves lacked  $\frac{1}{8}$  inch of full opening and yet the timing was good for beginning and ending.

Weak valve springs are also power losers. The spring of the valve should be stiff enough to make the valve close as fast as the cam action will let it close. However, the spring of an automatic valve must be weak enough to admit a full charge without any throttling effect.

If the engine is in steady use it pays the customer to keep a set of valves on hand. A valve may warp or break at any time. In case a valve breaks, he should stop the engine at once. A multi-cylinder engine may continue to run until the piston and valve seat are badly marked by the flying valve.

### Lining Up Piston Rings

A great many times weak compression in a gas engine is due to the fact that the joints of the piston rings are in line; that is, lying in a line parallel with the direction of the motion of the piston. This naturally allows the compression to escape to a considerable extent. It can be avoided, however, if care is taken to properly place the rings. When the engine is overhauled and re-assembled the rings should be placed so that the joints or slots will be staggered. In addition, the right and left slots should be alternated. Then if the joints should happen to line up, very little compression is lost.

## IMPLEMENT DEALERS HARDWARE MEN GENERAL STORES PUMP MEN



Buy your wood and iron pumps, cylinders, galvanized pipe, galvanized rod, etc., from a WESTERN CANADA concern.

Fitted for any depth of wells.

Large stocks carried.

Prompt shipment guaranteed.

ASK FOR PRICES

**Manitoba Engines, Limited**

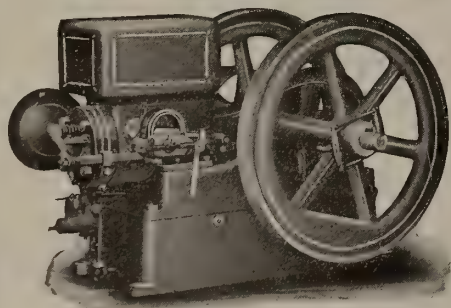
Brandon, Man.

Phone 2943

Eighth St. and Assiniboine Ave.



## GO "OVER THE TOP" WITH



**JUMBO**  
Kerosene-  
Gasoline  
**ENGINES**

SPEED UP SALES!

IN SIZES THAT SELL—3, 5 and 7 H.P.

JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in your district. There are more quality selling points in the JUMBO than in any other engine of similar horsepower.

ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured  
by

**Nelson Brothers Company** Saginaw,  
Mich., U.S.A.

WESTERN CANADIAN JOBBERS

**Tudhope-Anderson Co. Limited**

WINNIPEG

REGINA

SASKATOON

CALGARY



# BUSINESS PROPOSITIONS:

**Sell a Tractor You Can Deliver----**

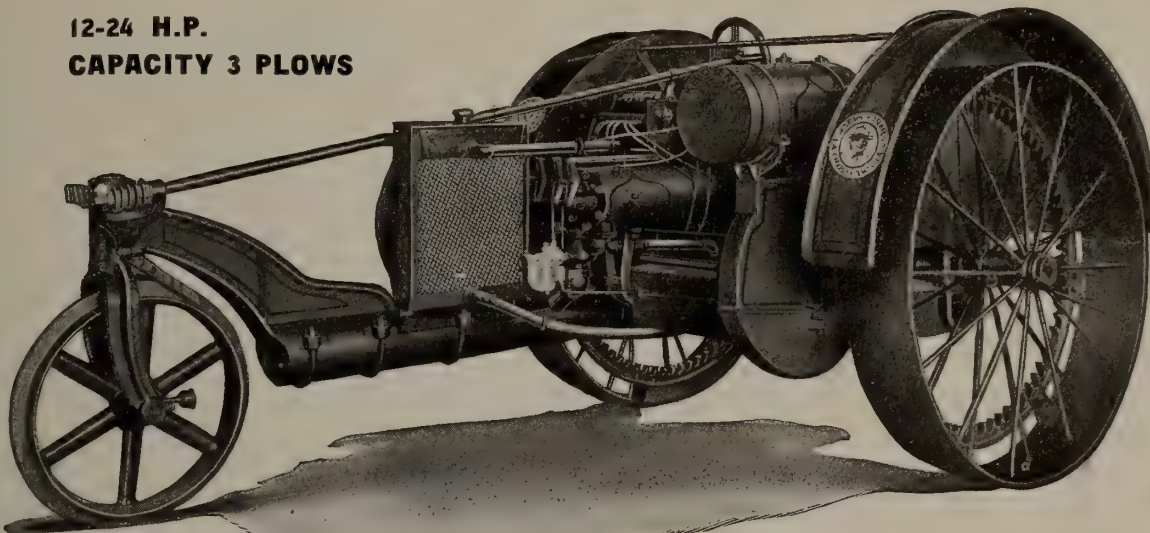
**----Sell a Tractor That Stays Sold**

These two points should be well considered by every implement dealer and they are points we make our special aim, we stand behind our tractor to the fullest extent and we have tractors on hand to ship you.

Our tractor answers all the demands of a Tractor customer, who wants a tractor that will do the best possible work at the lowest possible first and upkeep costs, moreover, he wants what he wants when he wants it.

Perfect Balance  
Simplicity  
Light Weight  
Accessibility  
Strength  
Short Turn  
Surplus Power  
Steel Cut Gears  
Running in Oil  
Hyatt Roller  
Bearings  
Self-Guiding in  
Furrow  
High and Con-  
stant Plowing  
Speed

12-24 H.P.  
CAPACITY 3 PLOWS



Will do anything  
other tractors  
will do—and do  
it better.

Will do more and  
better work  
than the best  
horses.

Dealers selling  
Happy Farmer  
Tractors get  
the cream of  
the trade—and  
the net profits.

# HAPPY FARMER TRACTOR

The Perfect  
Kerosene Burner

The profit in dollars and cents on the sale of one Happy Farmer Tractor and its plow equals the profit on the sale under average conditions of 5 gangs, 5 sulkies, 5 discs, 5 planters, 5 riding cultivators, 5 walking cultivators, 5 smoothing harrows and 5 walking plows—yet some dealers still believe there is no money in tractors.

Ask us about our agency proposition, you will find it different and much more profitable. (We have several plans, select the one you like best.) Definite territory arranged and special discounts given according to the plan you choose.

Get in touch with us at once.

We also handle Grain Separators and Power-Lift Engine Plows. The Happy Farmer lines will increase your business. Get full particulars.

*NOTICE.—J. D. Adshead or J. D. Adshead Co. are not connected,  
either financially or otherwise, with The Happy Farmer Co. Ltd.*

## HAPPY FARMER COMPANY, LIMITED

225 CURRY BLOCK

References: Bank of Montreal  
(OPPOSITE  
POST OFFICE)

WINNIPEG, MAN.

Branches and Service Stations:

Corner 7th and Halifax  
REGINA, SASK.

THE TRACTOR CO.  
SASKATOON, SASK.





### Small Tractors Used Extensively on Canadian Farms

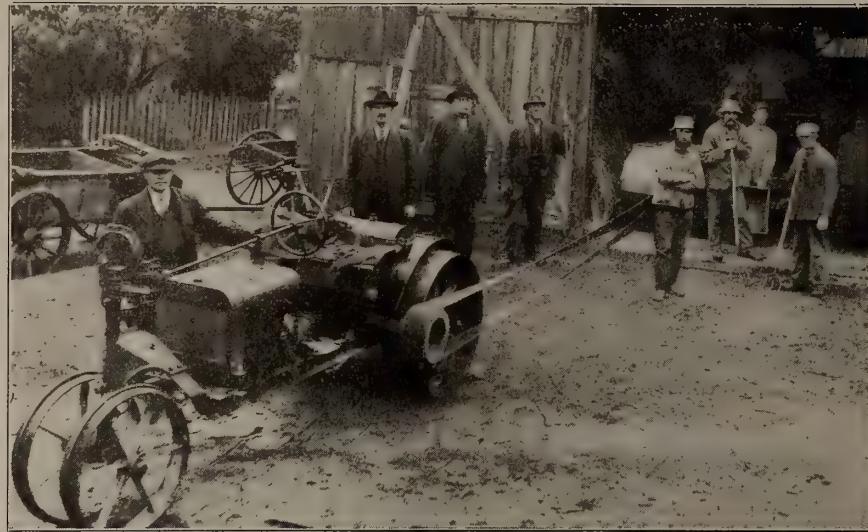
A good many of the small 5-10 h.p. Avery tractors are being used on Canadian farms. The accompanying illustration shows a 5-10 h.p. Avery tractor pulling a small thrasher. It is owned by Mr. H. Sheridan, of Berlin, Ont.

This small tractor and separator threshed 80 bushels of oats per hour. This tractor is a very profitable machine for the small farm and also for doing the lighter work on large farms. It is represented to produce a draw bar pull equal to that of four horses, and will accomplish as much work in a day as a regular four-horse team.

R. A. Lister & Co., Toronto, and Canadian Avery Company, Winnipeg and Regina, Canadian distributors, have sold a considerable number of these small tractors.

### Electric Light Plants for the Farm

In any community there is always an opportunity, varying with the location, for the implement dealer to increase his profits by handling electric lighting plants for farm, church, school or public building use. In this connection the Western Canada Motor Car Co., of Winnipeg, an-



Avery 5-10 H.P. Tractor Threshing in Ontario

nounce that they have secured the distribution in Western Canada for the well known Lalley Lighting plant, manufactured by the Lalley Lighting Co., of Detroit, Mich.

The use of electricity is no experiment. Urbanites have spent their money in trying and testing the many electrical devices now offered for producing current and consuming current. The farmer is now in the very advantageous position of being able to profit from all the experiments and to supply himself with equipment perfected and found good. The large task of the dealer is not the

selection of reliable electrical devices nor creating the demand, for farmers are ready and waiting to be supplied.

The Lalley is known as the "Ball Bearing Plant," since both the connecting rod and crank shaft run on ball bearings twice the necessary size in order to give long life to the plant. There is no danger of overheating, as the gas engine, of one and one-half horse power, which drives the generator of about the same electric horse power, is water cooled; it has no valves to be kept ground and cannot leak compression, so it turns on indefinitely at 1800 r.p.m., making a light so smooth and void of flickering that it rivals any large city light plant.

The Lalley is a 30 volt system, and can be used to charge storage batteries, run a moving picture show, an X-ray machine, air or water pump, an electric iron, churn, cream separator, electric fan, electric toaster, vacuum cleaner, washing machine, etc., besides its main function of manufacturing electric lights. Full information can be procured by interested dealers who will write the Western Canada Motor Car Co., Winnipeg, Man.

### Dent Parrett Elected

Dent Parrett, president of the Parrett Tractor Co., Chicago, and chairman of the tractor standards division of the Society of Automotive Engineers, has been notified of his election to second vice-president of the S.A.E. The new vice-president succeeds Major Fred Glover, whose duties with the war department require his entire attention.

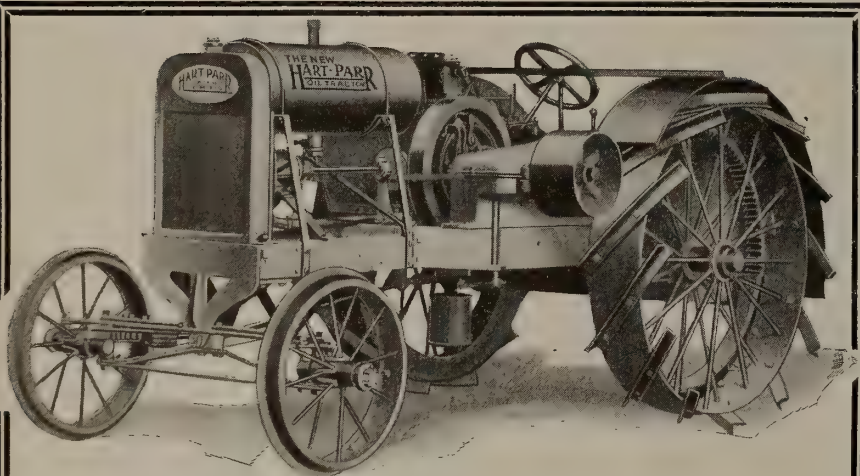
Because of his prominence in the tractor industry, Mr. Parrett will represent tractor engineering interests at all of the future Society of Automotive Engineers' sessions. He is keenly alive to the possibilities and requirements of the industry and will bend his energies and his broad knowledge of the tractor field in an effort to advance the interests of manufacturers.

### The Case Catalog

A copy of the latest catalog issued by the J. I. Case Threshing Machine Co., Racine, Wis., has just been received. The new book illustrates and describes the company's extensive line of power farming machinery. It is probably the largest and from all appearances the most expensive farm machinery catalog ever published. The cover is printed in five colors and designed after a beautiful drawing. The body stock is of highest grade enamel on which appears excellent illustrations of different machines and parts.

Also many interesting field scenes together with pictures of the various machines in their natural colors. The company wants every implement dealer in the country to ask for this fine book, which, by the way, is also a Racine product. A copy will be mailed to any interested party.

Now for the Spring Drive!



## WE WANT DEALERS WHO WANT DOUBLE PROFITS—

We still have some good territory open for live dealers—territory where big money can be made by our new selling plan. Our contracts are ready and delivery of Hart-Parr Tractors can be made at once.

### OUR NEW SELLING PLAN

eliminates many selling expenses which heretofore had to be included in the cost of tractors. Our dealers get the benefit of low cost. Dealers make two and three times the profit by our plan. Our advertising campaign has brought us many enquiries which we will turn over to our dealers—this means immediate sales and immediate profits.

### RESERVE YOUR TERRITORY NOW

Applications will be considered in the order received. No matter if you have contracted for your 1918 line, we will help you double your business. Write or wire us to-day.

**HART-PARR OF CANADA, LTD.**

328 William Ave., WINNIPEG

1618 Eighth Ave., REGINA

**MAX**

**GASOLINE AND OIL BARRELS**

**Shipping Storage Half**



A quick moving specialty that is in good demand at this season. Write to-day for full particulars and prices.

ORDER A BARREL FOR DISPLAY PURPOSES

**Winnipeg Ceiling and Roofing Co., Limited**

Makers of Max Stork Troughs, Waggon Tanks, Oil Barrels, etc.

P.O. Box 3006 F.I. 118

Winnipeg, Man.



## Attention, Dealers!

### BERT CONWAY LINES:

Carriages Wagons Sleighs Cutters  
 Harness Cream Separators Stoves  
 Ford Commercial Bodies

#### COMPRISING:

Conway Line	-	-	-	-	-	Buggies
Munro & McIntosh Line	-	-	-	-	-	Buggies
Heney Harness Company	-	-	-	-	-	Harness and Blankets
Woodstock Wagon Co.	-	-	-	-	-	Wagons and Sleighs
Swedish Separator Co.	-	-	-	-	-	Viking Cream Separators
Beckwith Company	-	-	-	-	-	"Round Oak" Stoves and Furnaces

Ford Commercial Bodies in all Types

*Large Complete Stocks of above carried in Regina*

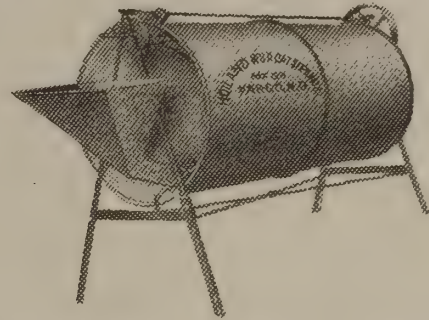
SEND FOR CATALOGUE AND PRICE LISTS

These Lines are handled in Saskatchewan exclusively by

**BERT CONWAY** <sup>BOX</sup><sub>33</sub> Regina, Sask.

Corner Albert and South Railway Sts.

## The "HOILAND" Wild Oats Separator



### The One Machine that Separates Wild Oats from Tame Oats and Other Grains

Made in Two Sizes, strongly built and durable. Separates wild oats from all grains—wheat, barley, tame oats, etc. The interior of drum is lined with cotton flannel, which carries along the whiskered wild oats, which are removed by discharge wires, while the cultivated grain is discharged perfectly clean.

Seed experts and satisfied farmers everywhere endorse the Hoiland as the perfect wild oat separator. It is a big selling line for dealers in any territory. Let us send you full particulars. Write at once.

#### WESTERN CANADIAN DISTRIBUTORS:

**Cushman Motor Works of Canada, Limited**

Builders of light weight, high grade Gasoline Engines for all Farm Power Work  
 DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

Six-Wheel  
 (Patented)  
 Truck  
 Eliminates  
 Vibration

## "LISTER" Ideal Threshing Outfits

NOW IS THE TIME TO SECURE CONTRACT AND TERRITORY  
 Good Work and Quality Construction Ensure Satisfactory Business

MADE IN TWO SIZES: POWER REQUIREMENTS, 9 to 20 H.P.

Size of Separator, 22 x 36; Horse Power Required, 9 to 15 H.P.

Size of Separator, 26 x 42; Horse Power Required, 14 to 20 H.P.

#### THE BEST INDIVIDUAL OUTFIT

"LISTER" Combination Threshers are unequalled for doing satisfactory work under all conditions. TWO MEN handle this outfit with ease. Except in capacity it equals the biggest and best separator made. Low in first cost; strong, practicable, simple design. Large threshing capacity. Supplied with or without bagger, tailings elevator, straw carrier or blower. As an individual separator for light tractor drive, sell the LISTER 26 x 42. Ask for full particulars of our outfits and agency offer. Write us at once.

#### Dealers:

Line up your thresher business now—not later. We guarantee delivery of all early orders. Have good stocks in hand and can fill your orders as soon as received. Ask for full particulars and prices.

#### OUR LINE INCLUDES:

"Lister" and "Canuck" Gasoline Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits

Ask for Prices  
 and Literature  
 on any item

**R. A. LISTER & CO. (Canada), LIMITED**

WALL STREET, WINNIPEG, MAN.

ST. JOHN, N.B.

TORONTO

QUEBEC

Let us send  
 you the Liberal  
 Lister Offer



## Figuring Power Drive in Farm Work

It is a fact that many good engine dealers throughout the country are not familiar with the methods of figuring pulley sizes and speeds as they are required to operate machines of given sizes and speeds. This is not greatly to be wondered at. Although the gas engine has made remarkable strides within the last half-decade, all the phases of the gas engine business have not yet been studied by the trade. Many an otherwise first-class dealer could not tell a farmer the speed at which a power washer should be operated, and even if he could do that it is improbable that he could tell him the diameter of the pulley operating on the line-shaft that would give that speed.

In figuring speeds, of course, it is not necessary to be absolutely

accurate as to the number of revolutions per minute the pulley on a power machine should run. Every machine is built to run at a given speed. It is possible, however, to vary the speed slightly either way without altering the results or impairing the machine. It is essential, however, that each machine should be operated at approximately its rated speed.

The first thing to sell the farmer, of course, is an engine. Try to make him consent to buy one not smaller than three-horse. Then sell him a pump-jack, or washer—and a line-shaft. Of course, he would have to have some power machine, else he would have no use for the engine says an exchange. The point is that he should be induced to buy a line-shaft because he will then be in the market for a long string of power machines, whereas, without a shaft he would be inclined to purchase only one or two machines which he could "hook up direct" with the engine. Once started in this way, the farmer will continue to be in the market for power machinery until the capacity of his line-shaft gives out; even then he can order a new length and go on developing his multiplicity of power outfits. And the chances all are, a hundred to one, that he will go back to the dealer who sold him his engine and shafting for each new machine that he buys.

Let us assume that the farmer

has bought a 3 horse-power engine. Returning to the discussion of the power house mentioned, it is assumed that the farmer in question has bought a three-horse engine whose pulley runs at the rate of 400 revolutions per minute. Experience has taught that a line-shaft can be run at a rate varying from 200 to 350 r.m.m. For the sake of being specific, let us suppose that the farmer wants to operate his shaft at 320 r.p.m., a good average speed. Here then is his problem: What diameter should the driven pulley on the shaft be to give it such a speed with the driving pulley, 8 inches in diameter, running at 400 r.p.m.? This is also the dealer's problem, or should be.

### Useful Rules

(1) To Find Diameter of Driver—Multiply the number of revolutions per minute (r.p.m.) of the driven pulley by its diameter (in inches), and divide the product by the number of r.p.m. of the driving pulley. The quotient will be the diameter of the driving pulley.

(2) To Find Diameter of Driven—Multiply the number of r.p.m. of the driving pulley by its diameter, and divide the product by the number of r.p.m. of the driven pulley. The quotient will be the diameter of the driven pulley.

(3) To Find Speed of Driver—Multiply the diameter of the driven pulley by its number of r.p.m., and divide the product by the diameter of the driving pulley. The quotient will be the speed or

number of r.p.m. of the driving pulley.

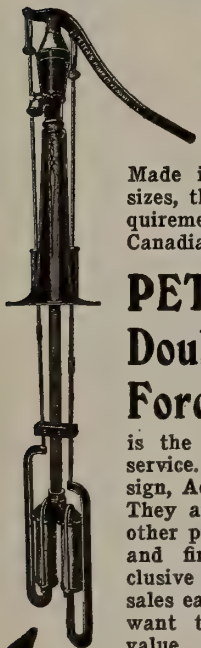
(4) To Find Speed of Driven—Multiply the diameter of the driving pulley by its number of r.p.m., and divide the product by the diameter of the driven pulley. The quotient will be the speed, or number of r.p.m. of the driven pulley.

Let us then apply these rules to the case which we assumed. The problem is to find the diameter of the driven, with the other conditions given. The second rule says: "Multiply the number of r.p.m. of the driving pulley by its diameter." Then we must multiply the speed of the driver, which is 400 r.p.m. by its diameter, which is 8 inches. That gives us 3,200. Then the rule says: "And divide the product by the number of r.p.m. of the driven pulley." The driven pulley on the line-shaft, remember, is running at the rate of 320 r.p.m. Dividing 3,200 by 320 gives us 10 (inches), the diameter of the driven pulley. That settles the relations of the engine with the line-shaft.

Now for the relations of the line-shaft, whose speed remains constant at 320 r.p.m., with the various machines which it must propel. Take the washer, for example. The speed of its pulley, let us say, is 120 r.p.m., at which the machine was built to run, and the diameter of the pulley is 16 inches. What must be the diameter of the driving pulley on the line-shaft to give the speed required? The problem is to find the diameter of the driver under the given conditions.

The first rule says: "Multiply the number of revolutions per minute (r.p.m.) of the driven pulley by its diameter (in inches)." Following out this instruction, 120 times 16 gives 1,920. "And divide the product by the number of r.p.m. of the driven pulley," continues the

## PETERS PUMPS



**Gives More Water  
in Less Time with  
Less Energy**

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

### PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

**Dealers:  
Get Peters'  
Pump  
Proposition  
for 1918**

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

**A POST CARD WILL BRING  
OUR LATEST CATALOG.**

Manufactured by

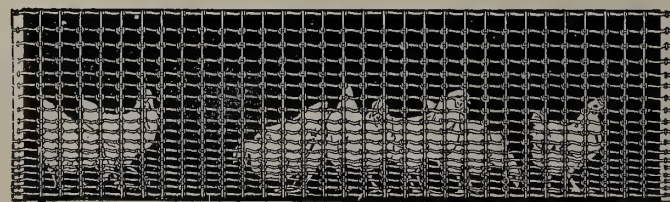
*Peters Pump Company, Keokuk, Ill.*

Exclusive Canadian Agents:

**Tudhope Anderson Co., Ltd.**

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for  
Particulars.



### Mr. Dealer: Sell This Fence

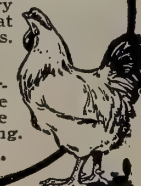
Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.



### SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

**The Banwell-Hoxie Wire Fence Co., Ltd.**  
Winnipeg Man. Hamilton, Ont.



## PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

**The Riesberry Pump Co.**  
(Established 1882)

WRITE FOR DEALERS' PRICES

**North-West Pump Co.**

T. N. WILLIAMSON W. J. MERRELL  
Phone 607

19-6th Street Brandon, Man.



rule. The product is 1,920. That divided by 320, the speed of the line-shaft on which the driving pulley is mounted, gives 6 (inches), which is the diameter of the driver.

By the use of these and the third and fourth rule given, the dealer can figure out any power problem of this kind that may come to him. The pulleys and speeds of the various machines are arbitrarily fixed as typically as possible. Some machines vary from the figures given, but not greatly. In order that he may solve future problems having to do with pulley speeds and diameters, the dealer is urged to preserve these rules and examples.

## Training the Selling Staff

As the proprietor of a farm implement establishment, it will pay you, if you have not already done something of the kind, to have enough typewritten copies made of a set of instructions and suggestions for salesmen, so that one may be given to each new man you employ, each of your present salesmen and one posted in the office. Make them cover the work you will expect of your selling force, and present them in such a manner that there will be no chance for any clerk to offer any excuse for not performing his full duty at all times, and under all circumstances. This is not red tape; it is business.

For an ordinary retail implement store, we would suggest something similar to the following, which may be elaborated upon or condensed; as you may deem best for your particular needs:

### Suggestions for Clerks

We want you to feel that we have an interest in you as an employee; your interest in our business will be greatly appreciated.

We shall expect all of the men to dress neatly. Neatness of appearance adds much to the respect that other people should and will feel toward you.

All patrons must be treated with courtesy and respect under all conditions. Give marked preference to none.

Goods in this store are arranged according to use. Learn thoroughly the location of everything in your department; when through displaying to customers be careful to return articles to their proper places.

See that all stock which you are required to handle is properly labeled and marked. If not, report errors or omission at once, in order that your time and the time of customers may not be wasted during a sale.

Do not tire of showing different kinds and makes of implements. for that is your duty.

Cultivate pleasantness. Do not talk personalities. Don't gossip. Try to have a friendly, but not inquisitive interest in most people. Be careful about expressing personal likes and dislikes. This means self-training, but it will pay.

Sell people what they want, and try to make every customer a satisfied patron.

Report low stock promptly. Do not allow any line to run out unless directed.

\* \* \*

If you make it plainly understood that the suggestions are to be heeded, the effect on the efficiency of your selling force will be remarkable, and the increased sales will be pleasing; for an appreciative public is not long in comprehending any situation. Good store service will appeal.

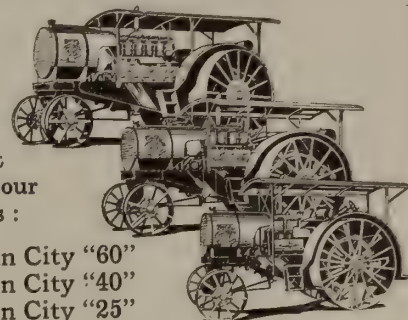
Salesmen should be encouraged also to offer suggestions for the improvement of the business, whenever such ideas come to them. Encouragement along this line will have its effect on the general appearance of the store. It is a wise plan to suggest to a salesman now and then the designing of a floor display and tell him to do it just as he would like it done for his own store.

**Handle  
a Line  
the  
Farmer  
Knows**

**EVERY  
TRACTOR  
THE BEST  
IN ITS  
CLASS**

Built  
in Four  
Sizes :

Twin City "60"  
Twin City "40"  
Twin City "25"  
Twin City "16"



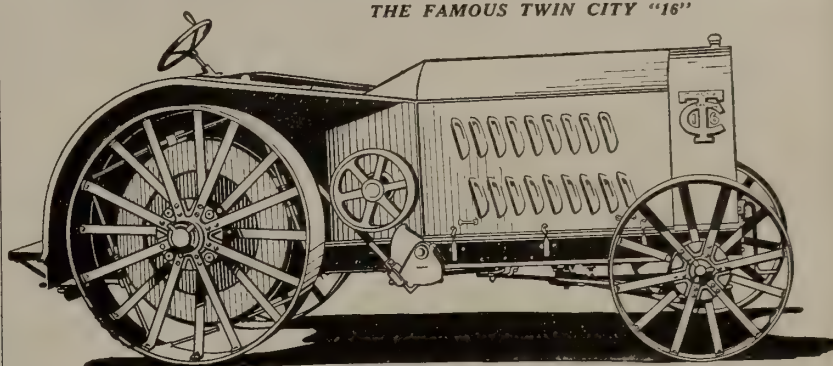
**Don't  
Sell  
an  
Experi-  
ment**

**ASK FOR  
THE  
TWIN  
CITY  
CONTRACT**

## The Twin City Line

**OIL TRACTORS FOR ANY SIZE FARM  
ALL SIZES BURN KEROSENE, DISTILLATE and GASOLINE**

THE FAMOUS TWIN CITY "16"



**Minneapolis Steel & Machinery Co. of Canada, Limited  
923 LOGAN AVE. WEST WINNIPEG**

## GOPHER POISONER

**Hog Proof Cattle Proof Chicken Proof Kid Proof**

**A** PATENTED container for poisoned grain which has been used successfully by the inventor for years and is now on the market for the first time.

Grain treated with strychnine is only good for 24 hours if left on the ground and exposed to the weather; but our poisoner holds a quart of grain off the ground and not exposed in any way and is perfectly good for all season.

Farmers can make up their own poison and use in the trap so long as it is thoroughly dried before use. We furnish grain treated ready for use when requested to do so.

Gophers always make for a hole to hide in and trap looks like a natural hiding place but gophers get out easily and do not die in the trap.

This is the chance of a lifetime for any live agent. Every farmer wants six to a dozen as soon as they see the trap.

Quick action is necessary to place in farmers' hands before seeding.

**Sample Sent any Reliable Implement Dealer**

**SIGN COUPON BELOW**

**LIVE  
AGENTS  
WANTED  
EVERY-  
WHERE**

**Canadian Specialty Co., Moose Jaw, Sask.**

Send me, prepaid, one gopher poisoner as advertised. If both the trap and price are satisfactory, I agree to pay for same and to place an order for one dozen. If not satisfied in every way, I agree to return poisoner at your expense.

Name .....

Address .....

Agent for .....



### Service and Tractor Sales

Retail implement dealers who sell tractors recognize the necessity of giving service, but they are by no means of one mind as to what constitutes an adequate degree of service. A. M. Spencer, an Iowa dealer, who sold twenty-five tractors in his territory last year, said at the Iowa Dealers' Convention that he figured \$25 per tractor as the cost to him of the service he considered it necessary for him to render. This includes the cost of the delivery of the tractor itself and that of five

subsequent visits. In response to a question as to how the cost of this service compared with what he gave on other equipment, he replied that his records showed that it cost him an average of 7 per cent of the selling price of a binder to give necessary service, while the \$25 cost of tractor service represented but about 2 per cent of the purchase price of the machine. Service is absolutely essential on tractors if satisfaction to the purchaser is to result, hence dealers should consider carefully how much service they can afford to render.

## BRADSTREET'S

Established 1849 Capital and Surplus, \$1,500,000

Offices throughout the civilized world. Correspondence invited

### Executive Offices:

346 and 348 BROADWAY, NEW YORK CITY, U.S.A.

### OFFICES IN CANADA:

Halifax, N.S.; Montreal, Que.; St. John, N.B.; Hamilton, Ont.;  
Ottawa, Ont.; Toronto, Ont.; London, Ont.; Quebec, Que.;  
Calgary, Alta.; Edmonton, Alta.; Vancouver, B.C.

C. G. SCHAFFTER, Supt.

Commercial Travellers' Building, WINNIPEG, Man.

### Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

J.W.R., Alta.—Repairs for Roderick Lean disc harrows can, we believe, be procured through the Waterloo Manufacturing Co., of Portage la Prairie, Man.

G.McM., Sask.—The International Harvester Co. of Canada do not carry repairs for "Superior" grain drills in the Canadian West. You would have to write direct to the manufacturers, the American Seeding Machine Co., Inc., Springfield, Ohio.

G.E. & S. Co., Man.—Austin well drills are made by the Austin & Western Co., of Chicago. For repair parts, write direct to the factory.

G.H., Alta.—For repairs for a Hoosier grain drill, communicate with the Lethbridge branch house of the International Harvester Co. of Canada.

G.G., Sask.—"Standard" fanning mills are not handled by any jobbing concern in Western Canada. You can procure repairs by addressing the manufacturers, J. L. Owens & Co., Minneapolis, Minn.

W.O.M., Man.—The Canadian Manufacturers' Association, 1403 Traders' Bank Building, Toronto, publish a complete Canadian trade index, giving the names of all manufacturers of various lines in Canada. This book covers the field completely. Cost is \$5.00.

E.L., Sask.—The Webber fanning mill

was formerly made at Racine, Wis. It is now made by the Currie Manufacturing Co., of Lauder, Man., who have the manufacturing rights for Canada. Repairs and new mills should be obtained direct from that concern.

J.W. Co., Man.—Cooper wagons are manufactured by the A. A. Cooper Wagon & Buggy Co., of Dubuque, Iowa. Write factory direct. Repairs for J. I. Case plows can be procured through the Happy Farmer Co., Ltd., Winnipeg.

M.P.R., Sask.—Sorry that we cannot locate a disc harrow with boxings H. 346 and H. 347. Are you sure on the marking, as H. 366 and 367 are boxings for a Cockshutt disc. Can any reader give supply source of the boxings H. 346 and H. 347?

R. & Co., Sask.—D 77 is a rocker arm for an Ideal single disc drill made by the Beaver Dam Mfg. Co., Beaver Dam, Wis. Write direct for part. Repair parts for Bissell disc harrows can be obtained from any of the Western branches of the John Deere Plow Co., Ltd.

J.H.McL., Man.—Wants to know who handles an evener, six or seven-horse, where front horse, in tandem, draws against the rear horse with light chain traces over small pulleys on the whiffletrees. Has any subscriber come across a hitch of this type?

J.M., Sask.—Cannot locate makers of engine with flywheel stamped L.G. 4—1. This is a stationary engine about three horse-power, using gasoline or kerosene. It may be an early model of the New Way.

G.W.M., Sask.—Chemical fire engines for village use are handled by the Watrous Engine Works, of Winnipeg, also the R. S. Bickle Co., Woodstock, Ont.

J.G.B., Sask.—No Winnipeg concern handles repairs for the Tiger grain drill. Write direct to the makers, the Tiger Drill Co., Beaver Dam, Wis. Repairs for the Dowagiac drill are no longer carried in Western Canada. Write factory direct, addressing Dowagiac Drill Co., Dowagiac, Mich.

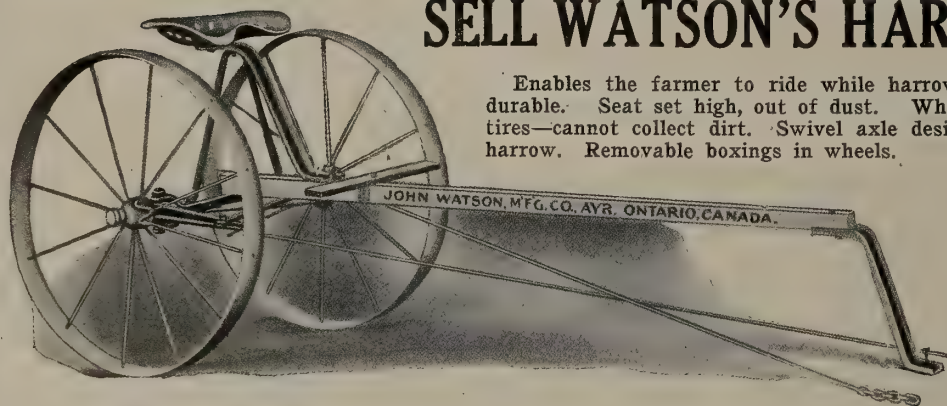
J.M., Man.—Repairs for Monitor drills can be secured from the John Watson Mfg. Co., Winnipeg, who carry a large stock of Moline repairs. For concrete mixers address the General Equipment & Supply Co., Winnipeg.

M.O.P., Sask.—The following firms manufacture caterpillar tractors in the United States: Austin Drainage Excavator Co., Chicago, Ill.; Bean Spray Pump Co., San Jose, Cal.; C. L. Best Traction Co., Oakland, Cal.; Bullock Tractor Co., Chicago; Buckeye Mfg. Co., Anderson, Ind.; Cleveland Tractor Co., Cleveland, Ohio; Gile Tractor Co., Ludington, Mich.; Holt Mfg. Co., Peoria, Ill.; Killen Strait Mfg. Co., Appleton, Wis.; Monarch Tractor Co., Watertown, Wis. In your province, Cleveland tractors are handled by Norman Cox, Saskatoon.

### A Miniature Catalog

We are in receipt of the miniature catalog published by the London Concrete Machinery Co., of London, Ont. This handy-size booklet describes and illustrates in a concise manner the full line of concrete-making machinery produced by this well-known concern. The full line is covered, although individual catalogs dealing with the specific machines are a feature in the publicity of this company. Appended to the miniature catalog is a price list of the goods. Copies can be obtained by writing the company direct.

Advertising and dynamite are both useful, but the results of each depend upon how it is handled.



## SELL WATSON'S HARROW CARTS

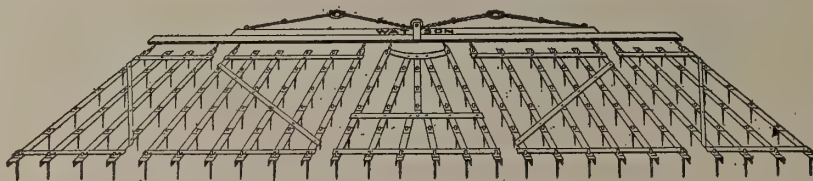
Enables the farmer to ride while harrowing. Light, yet strong and durable. Seat set high, out of dust. Wheels have 3-inch concave steel tires—cannot collect dirt. Swivel axle design allows cart to turn with harrow. Removable boxings in wheels.

WHEEL HEIGHT  
36 inches

There's a big demand for our carts in any territory. Write us for full particulars at once.

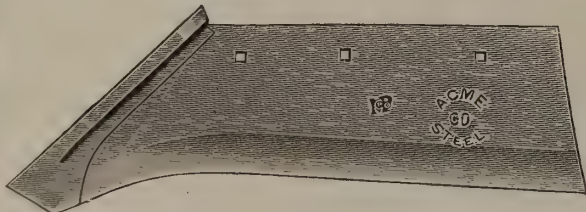
## WATSON'S HARROWS will get you ALL the Harrow Trade

Boss Wood and Steel Boss Harrows. Sizes: Wood—24 ft. Steel—24 feet. In steel boss type, tooth bars are of angle steel, cross bars all channel steel. Teeth held individually by steel wedges, are dagger shaped with the edges directly in line of draft. Are fitted with a pulley hitch evener. Light draft, exceptionally strong.



### STOCK GENUINE MOLINE "ACME" SHARES

The steel in these shares is treated by secret chemical processes. Carbon, giving hardness, is evenly injected into each surface of the plate for one-third its thickness. Centre third is left tough and malleable. This gives a solid, one-piece share that is glass hard on the outside for scouring and tough on the inside to absorb shocks and strains. Ask us for prices on ACME shares—don't sell duplicates.



### THE WATSON LINE OF QUALITY GOODS:

Whiffletrees	Wood and Pole Saws	Farm and Bush Sleighs
Root Pulpers	Boss Wood Harrows	Wheel Barrows
Bevel Jacks	Light Delivery Sleighs	Channel Steel Harrows
Push Carts	Boss Steel Harrows	Roller Crushers
Barrel Skids	Feed Cutters (7 styles)	Warehouse Trucks
Horse Powers	Harrow Carts	Grain Grinders
Hand and Power Washing Machines	"Viking" Cream Separators	Pump Jacks

Get Latest Catalog and Prices

*John Watson Mfg. Co.*  
LIMITED

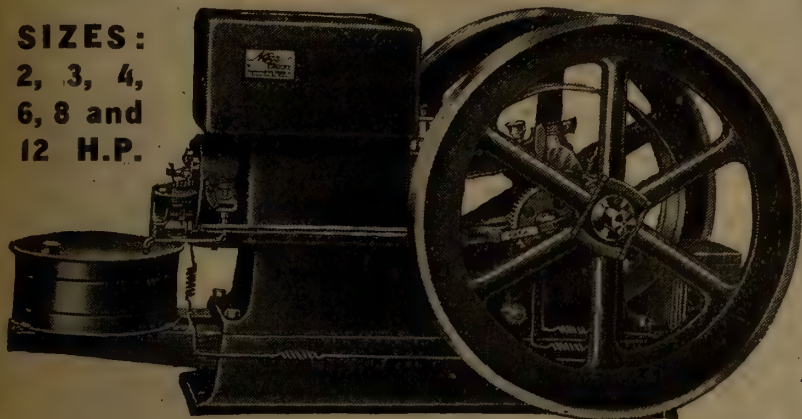
311 CHAMBERS STREET, WINNIPEG, MAN.



# Meco Engines

Beat Any and All Competition

SIZES:  
2, 3, 4,  
6, 8 and  
12 H.P.



DEALERS: PUT THE MECO LINE  
BEHIND YOUR ENGINE BUSINESS

If you want to build up a bigger and more profitable engine business and put a quick-selling line on your floor, don't waste time—get in touch with us and let us tell you about MECO quality and MECO prices. These engines have made good everywhere. Reasonable in price; superior in design, finish and efficiency. Easily operated and deliver full rated power. Four-cycle, water-cooled, valve-in-head design. Safety spark shift; low fuel consumption. The best engines built for economical farm use.

GET OUR SPECIAL PRICES TO DEALERS

The John Stevens Company, Ltd.

661 HENRY AVENUE

WINNIPEG, MAN.

1842



1918

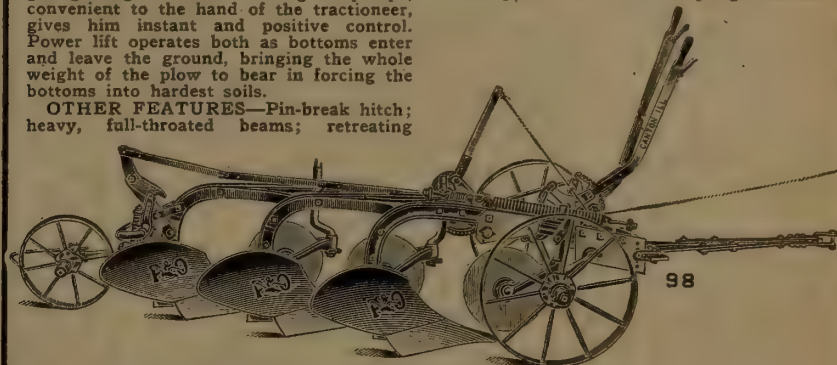
## Little Genius Tractor Plows

Success was built into the P. & O. Little Genius from the very first. Away down in a marshy field in Mississippi, three winters ago, the first P. & O. Little Genius made good against big odds, and right there justified the faith of its builders in the one-man, light tractor plowing outfit as the ideal plowing unit for average farms. Its unparalleled record of going out and making good under conditions reasonable and unreasonable, the preference which tractor demonstrators have shown for pulling the P. & O. Little Genius, the value of its reputation as an advertisement for your business, and the generous proposition which we offer the dealers, combine to make the P. & O. Little Genius the plow you need in your business.

**POWER LIFT**—The land wheel furnishes the power. Two-to-one gearing causes the bottoms to be raised and lowered in the right distance of travel to insure straight headlands and, at the same time cuts in two the power required to raise the bottoms—the land wheel never slips. The plow raises on all three wheels, giving a high level lift. A single trip rope, convenient to the hand of the tractioneer, gives him instant and positive control. Power lift operates both as bottoms enter and leave the ground, bringing the whole weight of the plow to bear in forcing the bottoms into hardest soils.

**OTHER FEATURES**—Pin-break hitch; heavy, full-throated beams; retreating

levers; high-grade coulters; easy adjustments for securing proper depth and suction; dust-proof wheel boxes with hard-oil lubrication; perfect bottoms, with quick detachable shares; wide clearance between bottoms, insuring good work in trashy ground; these and many other splendid features make the P. & O. Little Genius THE plow for use with any light tractor.



Made by PARLIN & ORENDORFF CO., Canton, Ill., U.S.A.

International Harvester Co. of Canada, Ltd.

SALES AGENTS FOR CANADA

WINNIPEG BRANDON REGINA SASKATOON NORTH BATTLEFORD  
YORKTON ESTEVAN CALGARY EDMONTON LETHBRIDGE



TITAN 10-20



INTERNATIONAL 15-30

## The Biggest Tractor Year!

**I**T'S going to be a big year for tractors. That is fully understood by farmer and dealer and tractor builder. Food shortage, high prices, and growing lack of men and animal power are the factors that will put tractors on thousands of farms in the months ahead. Tractors are the solution of the problem, and the dealers must see their opportunity, to the full.

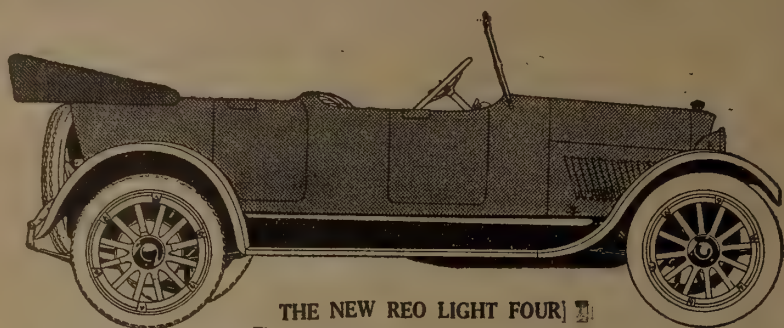
Here are shown leading 1918 kerosene tractors—Titan 10-20 and International 15-30. These tractors have done so large a part of the satisfactory farming with power in past years, and are so well distributed, that timely selling action is the thing to be chiefly considered now. Thousands of new prospects are looking to the dealers. Dealers who are alive to the possibilities in tractor-selling this spring are now getting in communication with the Harvester branch houses. The earlier you write us the more time saved—and time is precious.

International Harvester Company of Canada, Limited

BRANCH HOUSES

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.;  
Winnipeg, Man.; Yorkton, Sask.  
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.





THE NEW REO LIGHT FOUR

## ACKNOWLEDGED LEADERS

Our long experience in the automobile business, and our financial ability enables us to handle the best cars on the market. The lines we handle are ahead of all others, regardless of price, in quality, power, performance and reliability.

## GRAY-DORT REO PEERLESS

Proven automobiles, for which an insistent demand shows that the motor-ing public acknowledge them as the greatest automobile value at reason-able prices. They incorporate the best in material, style and mechanical merit, plus every improvement that the most discriminating purchaser desires.

### AS A SELLING PROPOSITION

These lines are exceptional. They sell easily, and when sold stay sold. Sales profits are not absorbed by expenses in keeping customers satisfied. Dealers handling them have advantages not possessed by their competitors.

**DEALERS:** Ask for our Special Bargains in used cars and trucks. We have a few on hand, splendid values at snap prices. Don't delay, write us to-day

## JOSEPH MAW & CO., LIMITED

FACTORY REPRESENTATIVES

112-118 King Street Winnipeg, Man.



## BULL DOG FANNING MILLS

FOR ANY SIZE FARM

Capacities 25 to 150 bushels per hour

WILD OAT SEPARATORS—SMUT CLEANERS

Note the Double Auger Conveyor; one for Screenings, one for Seed Grain

### FOR THE LARGE FARM OR SMALL ELEVATOR

Our 64-inch Bull Dog with Screenings Sacker and Wagon Box Elevator makes a big selling line for you. This mill is equipped with double auger conveyor, as shown, and has heavy babbitted boxes and double eccentrics. Better built than any big capacity mill sold. Strong and rigid construction. Ask us for full particulars of the 64-inch Bull Dog and our smaller mills.

## TWIN CITY SEPARATOR CO., LIMITED

Off Logan Ave. on Quelch Street Winnipeg, Man.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

# TUDHOPE ANDERSON

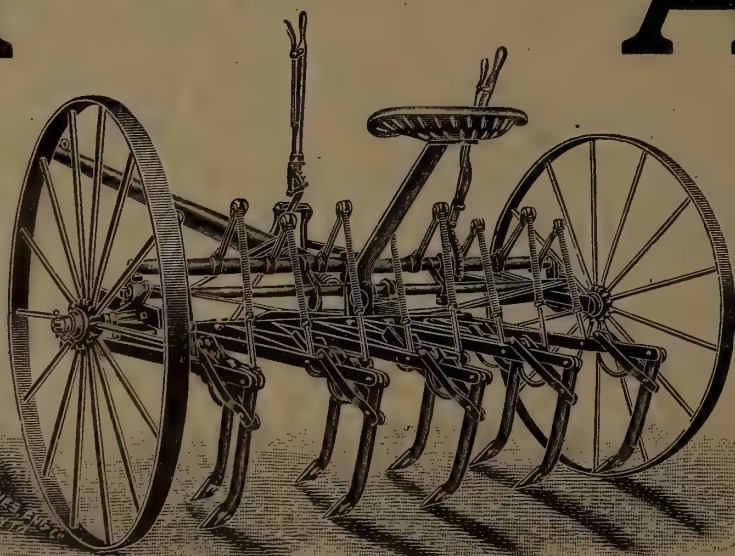
OUR FAMOUS STIFF-TOOTH CULTIVATORS MEET THE DEMAND

Built in Three Sizes: 7, 9 and 11 Teeth

For killing weeds and thorough cultivation, no better machines are made. Heavy and strong, yet with light draft. Exceptional clearance; stiff, sagless, steel frame. Wide range of pressure adjustment on each tooth; quick, easily-operated mechanism for raising or lowering. Of the best materials and finely finished. The strongest, most efficient cultivator sold. Hard open hearth crucible steel points. Any size points supplied as desired.

Ask for  
Prices and  
Literature

2 or 3  
Furrow Sizes  
24-inch  
Discs



## ADJUSTABLE DISC PLOWS

T-A Disc Plows have no side draft. Low power requirements. Channel steel frame, strongly braced. High carbon steel discs run on ball bearings and are fitted with wide scrapers. Perfect adjustment alters discs to suit all soil requirements. A profitable line for the dealer in any territory. Get full particulars—NOW!

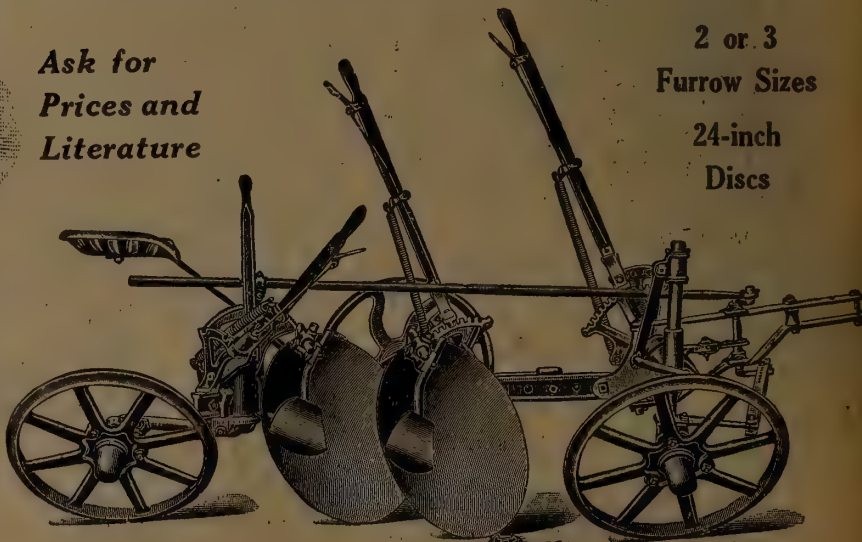
## TUDHOPE-ANDERSON CO., LTD.

Winnipeg, Man.

Regina

Saskatoon

Calgary





# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 5

WINNIPEG, CANADA, MAY, 1918

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10 Cents)

## UNION BANK OF CANADA



Head Office: Winnipeg

### LOANS for LIVESTOCK

To Good Farmers living in the vicinity of its rural Branches, the Union Bank is prepared to make loans on reasonable terms for the purpose of purchasing cattle for feeding or breeding purposes.

Consult the Local Manager for particulars.

Paid Up Capital	-	-	\$5,000,000.00
Deposits Over	-	-	\$110,000,000.00
Total Assets Exceed	-	-	\$140,000,000.00

THE PIONEER BANK of WESTERN CANADA

## INSURANCE

OF ALL KINDS

### HAIL

Employers' Liability Assce. Corp., London, Eng.

### FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.  
The Glens Falls Insurance Co.  
The Millers National Insurance Co.

### LIVE STOCK

The General Animals Insurance Co.

For Local Agencies Apply:

## CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA  
114 P. BURNS' BUILDING, CALGARY  
720 UNION BANK BUILDING, WINNIPEG

## SELL WATSON'S HARROW CARTS

Your customers want a Watson's harrow cart so that they can ride while harrowing. Light, yet very strong and durable. Gives very little extra draft. Seat set high, out of dust. Wheels, 36 inches high, have 3-inch concave steel tires—cannot collect dirt. Swivel axle allows cart to turn with harrow. Removable boxings in wheels.

### Send Your Orders—NOW

We have a good stock on hand. There's a big demand for our carts in any territory. Don't delay, but write at once for full particulars.

Get Catalog and Prices



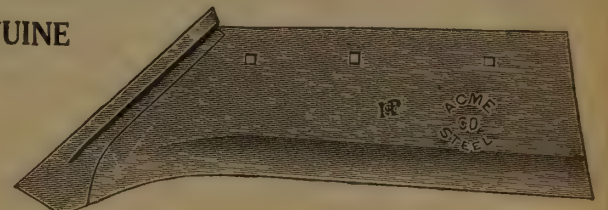
JOHN WATSON MFG. CO. 4YR. ONTARIO, CANADA

## STOCK GENUINE

### MOLINE

### "ACME"

### SHARES



The steel in these shares is treated by secret chemical processes. Carbon, giving hardness, is evenly injected into each surface of the plate for one-third its thickness. Centre third is left tough and malleable. This gives a solid, one-piece share that is glass hard on the outside for scouring and tough on the inside to absorb shocks and strains. Ask us for prices on ACME shares—don't sell duplicates.

WE CARRY  
REPAIRS FOR  
MOLINE  
IMPLEMENTS  
AND  
JANESVILLE  
PLOWS

*John Watson Mfg. Co.*  
LIMITED

CHAMBERS AND HENRY STREETS, WINNIPEG

## Sell Dominion Sewing Machines

### Profit Builders for the Progressive Implement Dealer

Every Dominion Sewing Machine sold makes a satisfied customer. Your lady customers cannot buy a better machine at any price. They increase your prestige in the farm home—and net you a nice profit on every sale.

Get our large FREE Catalog at once. Using it, sales can be closed with ease. Shows the machines in natural colors.

IS THERE A "DOMINION"  
AGENT IN YOUR TOWN?  
IF NOT, WRITE US TO-DAY



"VIOLA"  
(Registered)  
Cabinet  
Phonographs.

Write for  
Prices.

The Dominion Sewing Machine & Phonograph Company

300 NOTRE DAME AVE., WINNIPEG, MAN.

## Get Our Uniform Tire Book on

# Miller GEARED-TO-THE-ROAD TIRES

It will tell you the Exclusive Miller Plan for One Dealer in Each Locality

## THE MILLER TIRE COMPANY

155 PRINCESS ST., WINNIPEG, MAN.

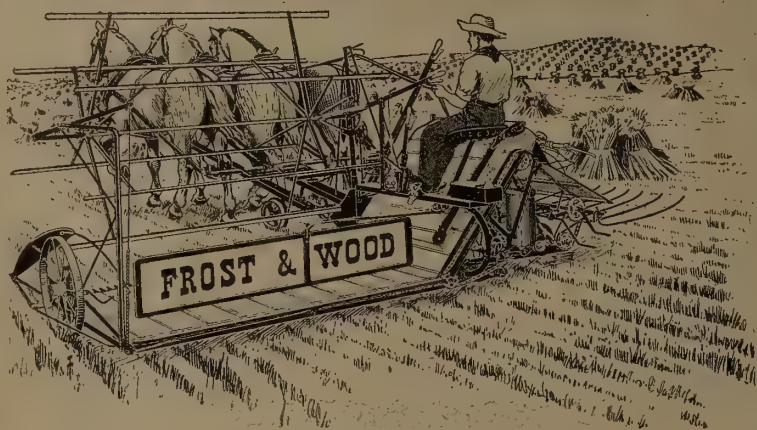
FACTORIES: AKRON, OHIO

If you cannot get a Miller Tire in your town write direct to us.



# THE COCKSHUTT LINE

## FROST & WOOD GRAIN HARVESTERS



**T**HE FROST AND WOOD Binder has many good features that have helped to make its reputation as a good reliable Binder, easily handled and adjusted to any kind or condition of grain, easy on the horses and a sure tyer.

The Bull wheel and grain wheel are in line—not one ahead of the other. This with the auto steering fore carriage enables a square turn to be made at the corners.

The Bull wheel and grain wheel are set further forward than on any other Binder—right under the load. The whole machine is evenly balanced and **EASY TO TILT**. This is a big advantage in uneven grain, long and short, when it is necessary to tilt the Binder quickly and often.

The Reel has a wider range of adjustment than on any other Binder, both up and down and forward and backward. Another big advantage in long and short grain, in down tangled grain, and more particularly when the grain is leaning forward away from the reel.

**IT IS A STEADY SELLER**

## RENFREW CREAM HARVESTERS

Easy  
Running

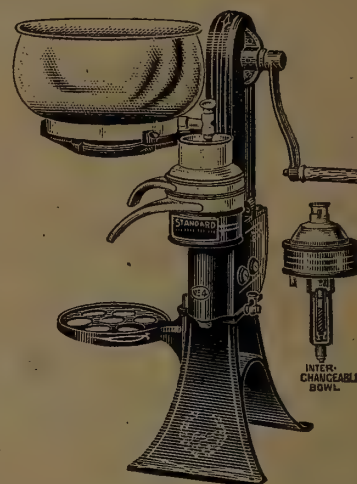
Close  
Skimming

Sanitary

Easily  
Cleaned

No Sharp  
Corners

All Round  
Edges



Milk  
Waist High

Crank  
Comfortable  
Height

Inter-  
changeable  
Capacity

Gears in  
Oil Bath

No Oil Cups

**T**HE RENFREW has so many good features that it gives the user satisfaction from the start.

The exclusive patented bowl gets "all the cream"—skims to one hundredths of one per cent (.01%).

The interchangeable capacity is a real success and therefore imitated by others. When the herd increases a small capacity machine can be converted into a large capacity by merely changing the bowl, supply tank, etc.

The gears run in an oil bath and there is a continual spray of oil, while the machine is in motion, on every bearing and moving part inside the oil-tight, milk tight and dust tight frame.

It is so easy running that it is no trouble to keep up full speed and get all the cream.

**IT IS EASY TO SELL**

The Cockshutt Line includes implements for every farm and for every season from January to December. That means sales all the year round.

It is made up of Implements that have given years of efficient service. The man who buys one Cockshutt Implement is soon open to conviction that there is equal value in other Cockshutt Implements. That means the least time and effort per sale.

You need these goods. If you have not yet contracted write for full information or see our traveller.

# COCKSHUTT PLOW CO., LIMITED

WINNIPEG

REGINA

CALGARY

SASKATOON



# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 5

WINNIPEG, CANADA, MAY, 1918

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00)  
(Per Copy, 10c.)

## Machinery is Profitable for Handling the Hay Crop

Hay-raising may be made more profitable by the study of market demands, that is, which market will give the farmer the opportunity of getting the best price for his hay. The price at which hay sells, is determined by the feeder. It is the feeder who makes the demand and who determines the kind of hay and its quality. Some demand timothy, some will have nothing but alfalfa, while others swear by clover. City markets, for instance, require their timothy cut early. This is because the hay is of better color, and the foliage less easily knocked off. On the contrary the country markets prefer their timothy cut rather late.

One of the chief reasons for the price of timothy is its palatability. This depends largely upon the time it is cut and how it is cured. Hay, however, must be clean, for unclean hay loses part of its feeding value, and is not so marketable. Choice hay should not contain over 5 per cent of other tame or cultivated grasses. Grasses lessen the palatability and cause it to be off color. They generally result from the meadow being kept too long in hay. The seed bed for a hay crop should always be well prepared; it should be moist, firm and finely pulverized. This excludes an excess of air from the soil near the surface when the plants begin to grow. It reduces evaporation and gives better germination of the seed. It furnishes a feeding ground, that the tender roots can easily penetrate.

The proper time for sowing hay depends upon the seed, condition of soil and upon climatic conditions; but, from the dealer's viewpoint we are most interested in the equipment used in harvesting the hay crop.

### Harvesting Equipment

The old way of handling hay, in which strong arms and forks played the chief part, is so wasteful of time and labor that no farmer can afford to use it any longer. The very best quality of hay can now be secured at a

minimum expense for help by using a side-delivery rake and a hay loader. These machines eliminate all the slow, laborious work that resulted from the old method. The side-delivery rake puts the hay into light, fluffy windrows, where it can air-cure quickly and uniformly. Any man who has ever pitched hay up on a wagon on a hot day can easily appreciate the modern hay loader which does away with all this drudgery. The old method almost always resulted in uneven curing, as one part of the hay would be sun-dried almost to worthlessness and another part would contain too much moisture.

To secure a high quality of hay the tedder is invaluable. It is especially valuable in clover and where hay is heavy, as it permits the windrows to be stirred so that air can circulate freely. When stacking the sweep rake, loader and stacker are great labor-savers.

Taken over all, the hay machinery line affords the implement dealer a large field for selling effort. The various manufacturers of hay tools and hay machinery produce mowers in various sizes, self and hand dump rakes,

side delivery rakes, sweep rakes, loaders, stackers, combined sweep rakes and stackers, hay presses, hay slings and forks, etc.

### The Essential Mower

Qualities which make a good mower are strength, durability, light draft, ease of management and efficient cutting power. In every district you will find machines, usually old, which lack one or more of these features. They should be replaced, for it is costly to experiment with a worn-out mower, as a crop may stand for some time without deterioration, but when hay is ready for market, it should be cut. An old machine with worn gears, a dull sickle and a cracked pitman, means a delay that may result in an over-ripened crop.

When selling the mower the dealer should, by all means, have a sample on the floor. Its strength and gearing are important points from the standpoint of the customer. Whether the mower will cut clean depends largely upon the tractive power of the wheels. Ease of control is another important factor, while with a good mower, selling arguments can be built up around the cutter bar, pitman, shifter, shafting, etc. Advise the customer to take a

mower of good size so that he will get the maximum amount cut in a day. With the sulky rake there has been little change in the last decade, but with the self-dump rake, simplicity and durability are big selling factors. Axles, dump rods, tooth holders, frame design, trip mechanism, etc., are all reasons for argument on the part of the dealer.

### The Side-Delivery Rake

Air cured hay is always desirable, so the side-delivery rake is used with profit by many farmers. In the windrow the hay cures evenly without being sun-burned or discolored. Little of the original feeding value is lost by this method. The side-delivery rake follows the mower and delivers the cut alfalfa, grass, etc., upside down in a loose, continuous windrow. The usual practice is to gather the hay as fast as it is cut, leaving it in the fluffy windrows through which the air can circulate freely. Before hay can be stored either in the mow, shed or stack, it must be cured properly. The moisture must be allowed to evaporate. The bulk of the moisture is found in the stem. If it is to be evaporated promptly the leaves must remain on the stem. This is easily accomplished if the leaf is removed from the direct sunshine before it becomes dry. The ideal tool for placing the swath of hay in a position so the leaves will be in the shade in a loose windrow is the side-delivery rake.

Many farmers favor the windrower and buncher attachments designed for attachment to the cutter bar of the mower, for these devices avoid the accumulation of trash and dirt and prevent the loss of seeds and leaves.

### Loading the Crop

Pitching hay is a job that most of us remember with mixed feelings. It is back-breaking work, and farmers are not slow to eliminate this labor by the use of a hay loader, which is a desirable and necessary part of their equipment if they handle hay in quantity. These machines will do as much as three or four men, and in



Where Hay Machinery comes in useful



these times, when men are hard to get, their use is likely to greatly increase. Hand pitching means that more or less trash is mixed with the hay. The loader picks the hay up free from trash, cleanly and without any tangling. In relation to the loader, capacity, ability to work where the ground is rough or uneven, durability, elevating action, coupling attachment, etc., offer interesting subjects for discussion. The hay loader is an interesting machine for the dealer to advertise and demonstrate, and is an especially profitable machine for the farmer to own. A machine which possesses these features can hardly help reaching the "best-seller" division.

Stacking the cured product is the favorite method of protecting the hay crop from the elements. It must be properly stacked, however, and the only way to attain this is to use the modern stacker. A stack built with a stacker is certain to keep much longer than one built by hand; the centre is solid, the outside settles proportionately, leaving the stack structure roof-shaped so that it will shed water. If the stacker had nothing to recommend it save its ability to put up hay so it will keep, the machine would be a profitable investment. But the greatest argument in favor of the stacker is its labor-saving feature.

#### The Sweep Rake

For the man who stacks his hay in the open the sweep rake is a handy machine. It gathers hay from the swath or windrow and carries sufficient load to make it an essential for transporting hay to the stacker. When selecting a sweep-rake for use in conjunction with a stacker the farmer prefers a type with a capacity and strength for handling large loads.

It would be possible to go on far beyond the limitations of our space in describing the various types of hay machines now in

vogue, but there are a few more features which are of importance to the dealer who desires to cash in on the hay machinery trade. The hay baler is a most important factor in this line, for before its evolution no one could compute the thousands of tons of good hay which, within easy access of a market, were allowed to waste because they could not be transported because of excessive cubic capacity. A given quantity of hay, when baled, only occupies about one-fifth of the space required by the loose product, while experts claim that baled hay retains from 30 to 50 per cent more nutriment than does the loose crop.

On the market there are many excellent types of hay balers, and in this line the dealer cannot cater to the larger hay grower unless he stocks a good make of baler. At all events, the time has long gone when we must regard the hay crop as simply an avenue for the sale of a few mowers, rakes and pitchforks. To handle the crop economically the various implements mentioned in this article are not unnecessary equipment, but are essential. And beyond these there are another series of very useful tools.

#### Hay Unloading Tools

There are upon the market special unloading tools which are a great aid to the farmer in the rapid handling of his hay, grain, fodder, etc. From the wide selection of hay unloaders, forks and slings and pulley equipment with track, the dealer has a large variety to represent. By the use of this equipment the load of hay or grain can be quickly stored in the barn and with much less labor than was formerly required when the same had to be pitched by means of the small hand fork. The farmer, therefore, by the use of these tools, can readily handle much more in a day's time than he could without their use, thus

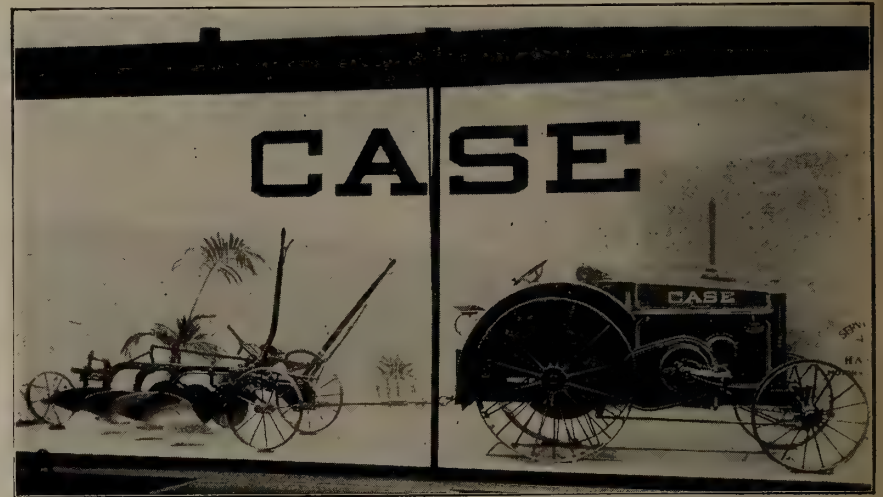
effecting quite a saving to him in labor and expense also taking care of the crop before it is spoiled.

Long track with easy running wheels on the carrier, and unloaders with wide open mouths to receive the fork pulley from any angle, allow the latter to swing when the unloader is suddenly started along the track.

Farmers using hay harvesting and handling machinery need the

dealers have proven. How many motor trucks or automobiles would a dealer sell without a demonstrator or sample on sales floor? Is not the same true of tractors and implements?

The H. A. Sanders Motors Corporation, 1876 Broadway, N.Y., fully realize the importance of carrying tractors in stock and also of giving a sample outfit very prominent place in their display



They even show Tractors on Broadway, New York City

machines most when rushed. They are only in use for a comparatively brief period. It is, therefore, apparent that the dealer should select this line carefully, representing a product that has proven trustworthy; and which will not be found wanting when mobilized for action. The dealer of to-day has a decided advantage over the pioneers in the introduction of this class of implements, in that the farmer now realizes that economical hay harvesting is best attained by the use of fewer men and a greater investment in efficient haying machinery. Proper display, local advertising and circular letters, coupled to canvassing the territory, will greatly increase the business in this line for the average dealer.

#### A Model Show Window Exhibit

Why aren't implement dealers throughout Canada making better use of their display windows? Other merchants cash in big on the strength of their window advertising. Some say implements and tractors are too big and awkward to put into a window. This has been proved to be entirely erroneous by motor car dealers who have spent thousands of dollars building show rooms and always with spacious display windows.

All manufacturers of high grade tractors have been urging their dealers to carry at least one tractor on their floor as a sample. Tractors can not always be easily sold from a catalog, as many

window. The accompanying print is a photograph of their window on Broadway, New York City, wherein they show a Case 9-18 kerosene tractor hitched to a Grand Detour two-bottom plow.

Other dealers throughout the country might do well in following a similar display. Note that the window reaches to the floor. This has two distinct advantages, first, that it permits the tractor to stand on the floor and second, that it permits an unobstructed view from the street. Taken as a whole, the window is very well arranged. It is a plow rig display and everything else that would distract the thought from that one idea has been left out, there is not a mass of irrelevant material seen to weaken the effect of the one dominating idea. The arrangement of the lighting system is such that the tractor and plow are displayed to good advantage in the evening. It is assuredly signs of the times when tractors are being displayed right on the main thoroughfares of a metropolis like New York.

#### Selling Separator Service

Remember that the best cream separator salesman is the man who appreciates that he is selling not just a machine, but that he is selling the farmer a service. And the salesman who is posted on the cow owner's problems and is able to consult with him and sometimes give him good and valuable advice, has a big advantage over the man who has nothing to offer but a mechanical contrivance for taking the cream out of milk.

## RAPID-EASY GRAIN GRINDERS

### The Famous Line of Machines

A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled.

A few styles and sizes are as follows:

No. A—	6 inch. Plates (Flat)	2½ to 5 H.P.
No. B—	8¼ " " "	5 to 10 H.P.
No. B—	10 " " "	6 to 12 H.P.
No. C—	9¾ " " "	Mill Head
	Custom Work	5 to 12 H.P.





## This Is the Way Case Tractors Sell

We call the attention of Dealers to the above photograph. It shows a delivery day in Dewitt, Arkansas, where the Dewitt Mercantile & Supply Company represents Case.

**T**EN at a time—that is the way these progressive merchants handle Case 9-18 Tractors. They have put Case Kerosene Tractors on the map for miles around.

The proprietors of the Dewitt Mercantile & Supply Company are to be congratulated for their progressive way of handling the tractor business. Their way is a lesson to others. It shows what can be done.

Dewitt is a small county seat town of about 900 people. It is in

the center of Arkansas County, a progressive farming district of about 15,000 people.

Your opportunity may be greater than theirs. Then ask yourself if you are taking advantage of it like these people have.

× × × × ×

Case Kerosene Tractors have proven their worth all over the country, from coast to coast—and in foreign countries.

They are the result of 26 years of experience in the manufacture of gas engines backed by 76 years

experience in the making of power farming machinery. Case Tractors give the farmers the highest development—greater power, lowest fuel cost, minimum repair expense.

Farmers by the thousands are using Case Kerosene Tractors successfully. This helps to sell others. It helps you make sales.

We suggest that every one of your prospects be canvassed at once. Our latest literature is ready for you to distribute, if you will write us for it.

Farmers are thinking more about tractors than ever before because bigger crops are needed and because labor is scarce. And they all know Case, so it is up to you to explain the details.

### J. I. CASE THRESHING MACHINE COMPANY, Inc.

Founded 1842

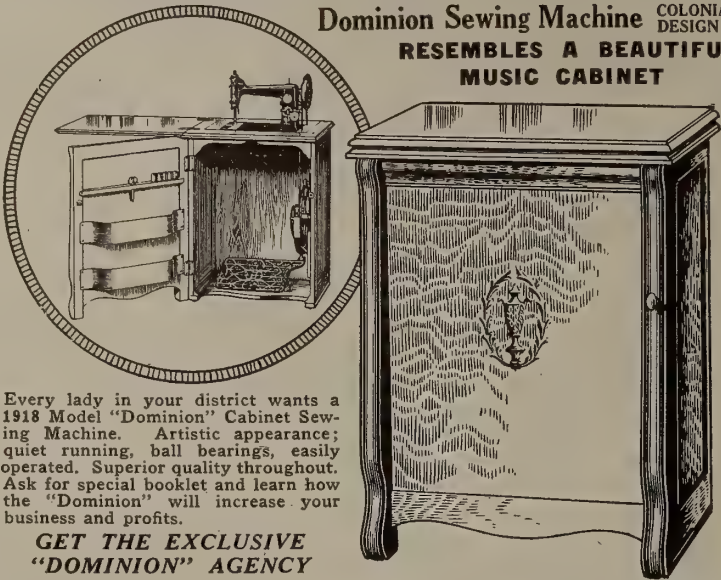
1114 ERIE STREET :: RACINE, WIS.

Canadian Branches: Calgary, Edmonton, Winnipeg, Brandon, Regina, Saskatoon.

Eastern Canada: Canadian Fairbanks-Morse Co., Limited, Toronto and Montreal.



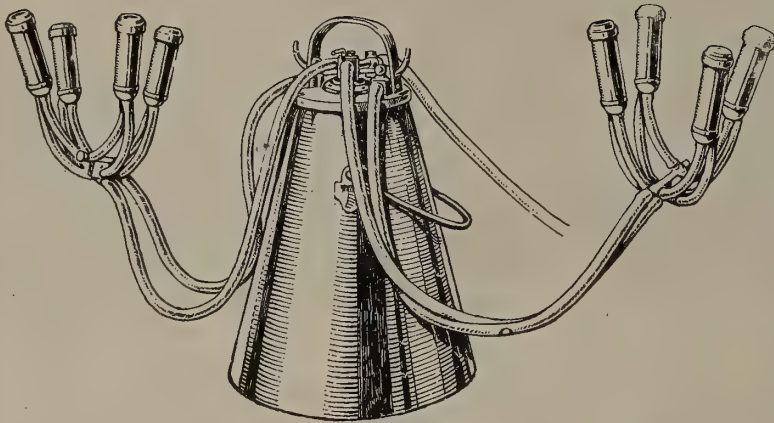
**Dominion Sewing Machine** COLONIAL DESIGN  
RESEMBLES A BEAUTIFUL MUSIC CABINET



Every lady in your district wants a 1918 Model "Dominion" Cabinet Sewing Machine. Artistic appearance; quiet running, ball bearings, easily operated. Superior quality throughout. Ask for special booklet and learn how the "Dominion" will increase your business and profits.

GET THE EXCLUSIVE  
"DOMINION" AGENCY

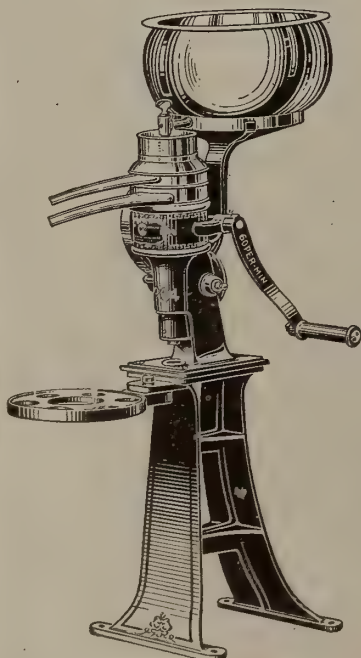
THE DOMINION SEWING MACHINE AND  
PHONOGRAPH COMPANY  
300 NOTRE DAME AVE., WINNIPEG, MAN.



## GET YOUR SHARE

**S**OME Dealer in your territory is going to make a tidy profit from the sale of EMPIRE Milking Machines and EMPIRE Cream Separators this year. Why don't YOU take advantage of this opportunity?

Hundreds of dealers throughout the Dominion and the United States made more than \$1,000 in profits last year by handling the well known



## EMPIRE LINE

Don't force yourself to work uphill against EMPIRE Competition — tie up with the EMPIRE Line and let your competitors do the worrying. The force of EMPIRE advertising and EMPIRE prestige will help you — nothing will hinder you.

Open territory is limited—don't delay. Let the EMPIRE traveller help you to get started right in a profitable line. Let him show you what we mean by "co-operation with the dealer." Write or wire at once for our liberal Dealer's Proposition.

**Empire Cream Separator Co.**  
Of Canada, Ltd.

146 Craig St., West Montreal, Canada  
Manufacturers of EMPIRE Milking Machines, EMPIRE Cream Separators, EMPIRE Gasoline Engines, and EMPIRE Farm Electric Plants

**The Will to Win and the Way**  
By H. A. McArthur, The Empire Cream Separator Company of Canada, Ltd.

We must continue to marshal our resources into the most efficient possible form if we are to accomplish our national duty without exhausting ourselves in its doing, if we are to "make the world safe for democracy," as the American phrase says, without

Imagine a prize fighter with expert knowledge of the game and a good pair of arms and fists but equipped with a small, puny body and a weak constitution. Would he be a dangerous antagonist for a less skilled man with a cast-iron constitution? He would not.

No more would the British army and navy be powerful with-



Milking machines at A. L. Grove's Farm

leaving ourselves poor financially, broken in man-power and chaotic generally at the end of the struggle.

We have heard much, since the Dominion's first participation in the war, about the urgent need for men—men for the army, men for the navy, men for munition factories and shipyards, and about the need for munitions and war equipment. Certainly we need those men and those things. The army and the navy are our national fists—the protectors of our national rights and the rights of humanity.

### The Second Line of Defence

But we need something more. We need a strong, healthy nation at home to support our army and navy and to keep them supplied with the "punching power" they need, and Great Britain and our Allies are expecting great things from us—Canada's deeds in the past have given them a right to expect great things.

out the strength of the whole nation behind them. The nation must be strong financially, industrially, and, most of all, strong agriculturally.

We need prosperity with a capital P. Each of us must prosper; for a nation is only as prosperous as its individuals. Unusual problems are arising. They must be met by unusual solutions. The business man or farmer who bows his head to "war times" and curtails his business or diminishes his cultivated acreage or sells off his dairy cows is neither wise nor patriotic. For he curtails his earnings and his ability to support the government in this hour of need. And, in the case of the farmer, particularly the dairy farmer, he also cuts down the supply of necessities. Milk or milk products are among the most important food items required by the armies in the field and the civilians at home.



Mr. Roberts' daughter does all the milking on his farm near Richford, Conn.



Just consider the results that follow the cutting down of a dairy herd: When the dairyman sells his cows for beef his act has three inevitable results. He cuts down his income without increasing his principal (the money he receives is worth no more than the cows he loses); he diminishes the national supply of milk, which is bad enough; and, by the loss of the animal fertilizer his herd provided, he reduces the fertility of the soil, thus reducing the natural resources of his farm, which is very much the worst of all, for it takes away from the future productivity of his soil.

It is up to us, the manufacturers, up to you, the distributors, and up to every one who comes in contact with dairymen to prevent this waste to the utmost of our ability.

"But," you say, "what is the dairyman going to do whose sons and men have volunteered for service overseas, or have followed that will o' the wisp, 'high wages,' to the city?"

That dairyman is no worse off than every manufacturer. The labor supply is as inadequate in factories as it is on farms. Manufacturers have lost more men to the nation's service than they have gained from all sources put together.

Very well, then, what is the dairyman to do?

What has the manufacturer done?

He has perfected labor-saving machinery that enables one man to do the work previously done by two, three or four men. That's the answer for the dairyman. His cows must not be sold. He must find the way to milk, feed and care for them with fewer men. And it is your duty as an implement dealer to show him the way. Not only is your duty to him, but to your government—to humanity in general.

#### Replacing Man Power by Machines

The greatest need of the dairyman is undoubtedly for men who can and will milk his cows. You can supply him with that labor, not in the form of men, but in the shape of labor-saving machinery that will double or triple his own ability, and will enable even the unskilled milker to milk as fast and as well as—no, better than the three best hand milkers he ever had.

On thousands of dairy farms Empire milking machines have completely solved the labor problem. Dairymen with as few as six, eight and ten cows have found them invaluable. Those owning a hundred cows, or two, three or four hundred, tell me

that they would have been absolutely helpless without milkers.

Take, for instance, the case of Mr. A. L. Grove. Mr. Grove keeps about 32 cows in milk at all times. With an Empire milking machine, his son Robert—a mere boy—milks the entire herd alone, night and morning. Robert is the younger of the two boys shown in the accompanying illustration. The elder boy, Foster Grove, has hired out to a neighbor since this picture was taken.

The experience of Mr. Charles A. Roberts is even more remarkable. Here, Mr. Roberts' daughter (standing behind the cows in

the picture) does the milking, thus freeing at least two men for other work or dispensing with them entirely.

These two instances show the application of the milking machine to the moderate sized dairy.

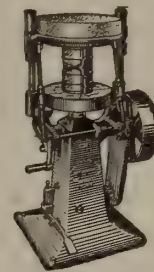
Many breeders of high class dairy stock also tell me that they would have been almost powerless without their milking machines. Their chief difficulty has been in getting men whom they can trust to milk test cows. They cannot afford to endanger the cows.

Among others in this class are the Alliston Stock Farm, near

Chesterville, Ontario and Stony Croft Farm (owned by Sir Henry Morgan), near Ste. Anne de Bellevue, Quebec.

#### Government Installs Milkers

Only recently the Dominion Government, through its Experimental Farm at Ottawa, Ontario,



#### LONDON CEMENT DRAIN TILE MACHINE

Makes all sizes from 3 to 12 inches. Price \$250. Cement Drain Tile are here to stay. Large profits in the business. If interested send for catalog No. 2.

Agents Wanted in all Unoccupied Territory.

LONDON CONCRETE MACHINERY CO.

Dept. K, LONDON, ONTARIO  
World's Largest Manufacturers of Concrete Machinery.



## The cream of the cream separator trade goes to the De Laval Agents

THE DE LAVAL COMPANY, LTD.

LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA.  
Sole manufacturers in Canada of the famous De Laval Cream Separators and Ideal Green Feed Silos, Alpha Gas Engines, Alpha Churns and Butter-Workers. Catalogues of any of our lines mailed upon request.

WINNIPEG

VANCOUVER

MONTREAL

PETERBORO



issues a circular (special circular No. 13), advising all dairymen to purchase milking machines. The Dominion Experimental Farms at Ottawa, Ontario and Agassiz, BC., have been using milking machines for more than three years past, and immediately after issuing their circular advising dairymen to purchase milking machines, the government ordered six additional Empire milker outfits for use in the following Dominion Experimental Farms: Fredericton, New Brunswick; Lennoxville, Quebec; Cap Rouge, Quebec; St. Anne de la Pocatiere, Quebec; Lacombe, Alberta; and Brandon, Manitoba.

This indicates the attitude of our government toward milking machines and demonstrates beyond question the government's firm belief that the milking machine will solve the dairyman's labor problem which is growing more acute with every day that passes.

In counselling your dairyman-customer to instal a good milking machine instead of diminishing the size of their herds, you not only aid them and perform a patriotic service, but you yourself profit as well.

Now do not misunderstand me. I have no excuse to make for the man who uses patriotism to further his own ends, who is pat-

riot only when patriotism pays dividends. I hold him in the same scorn that you and others do. But I praise the man who uses his business to help his country. I praise him, even though he makes a profit himself, for by making himself prosperous he makes his nation more prosperous. Remember, a nation is only as prosperous as its individual units.

### The New Empire Catalog

We are in receipt of their new catalog, No. 52, recently issued by the Empire Cream Separator Co., of Bloomfield, N.J., in which is described their line of milking machines. That farmers realize the importance of adopting mechanical equipment to supplement human effort is proven by the vast number of requests that the company has had for the new catalog.

This book, beautifully printed and containing 24 pages, is delightfully different from the average milking machine catalog. It is written in a very interesting and attractive style and fully describes the much discussed Empire Super-Simple Pulsator—the pulsator without a piston.

This new departure in pulsator design is of vast importance to dairymen everywhere. They are

going to ask you about it. Interested dealers can obtain a copy of the new Empire catalog by addressing the Empire Cream Separator Co., 146 Craig St., West, Montreal, Que.

### De Laval Lantern Slides

The De Laval Separator Co. are now distributing three finely colored slides which can be used by De Laval agents in their local moving picture shows. With each set of slides the company state that they also send 25 booklets on "The Importance of Raising Calves." Both slides and booklet are imprinted with the name and address of the agent. De Laval dealers should avail themselves of these valuable selling helps, which should prove profitable publicity matter for the dealer in any territory.

### Western Canada Fair Dates

The Western Canada Fairs Association announces the following dates for summer and fall fairs:—Calgary, June 28 to July 6; Edmonton, July 8 to 13; Saskatoon, July 15 to 20; Brandon, July 22 to 27; Regina, July 29 to Aug. 3; Weyburn, Aug. 5, 6, 7; Yorkton, Aug. 5, 6, 7; Moose Jaw, July 10 to 13; Swift Current, July 15-16; Medicine Hat, July 18-20; Lethbridge, July 22 to 26; Red Deer, July 29, 30, 31; Camrose, Aug. 1, 2, 3; North Battleford, Aug. 5, 6, 7; Prince Albert, Aug. 8, 9, 10; Vancouver, Aug. 19 to 24; New Westminster, Sept. 30-Oct. 5.

### Disc Plow Cleaners

In heavy soil one of the problems of the disc plow operator is to keep the discs clean so that they will do efficient work. The development of a disc plow cleaner adaptable to all makes of disc plows, is a feature of interest to every implement dealer in areas where these plows are in common use.

Willson & Buhler, 148 High Street, Moose Jaw, have upon the market a resilient disc plow cleaner which is claimed to clean in the heaviest of soils and under the most difficult conditions. These cleaners, say the manufacturers, have been sold and thoroughly tested for the last two seasons, in the heavy soil areas throughout Saskatchewan. They are made to give long service. The shanks are one inch round iron with castings in proportion, to fit all makes of plows, old and new. Cleaner blades of 12-gauge tempered plate 7 in. by 8½ in., with high test springs are ground to fit the shape of the discs. They have three adjustments and, being

reversible, grind themselves sharp. The spring tension avoids binding when discs do not run true and also the excessive wear so common to stationary cleaners.

Such is the demand for these attachments that it should take little time or effort to sell them. The above company are now appointing exclusive agents in every town to handle their disc plow cleaners; and interested dealers would do well to note their advertisement on another page of this issue, and to write the company for full particulars of this line of disc plow cleaners.

### Former Avery Official Promoted

Major S. L. Nelson, who for the past few years has been active in the Avery Company as a member of the Board of Directors of that firm, has recently been promoted from the rank of captain to the rank of major in the United States Officers' Reserve Force, Quartermasters Division.

Everybody who is connected with the Avery organization, and



MAJOR S. L. NELSON

Director of Avery Company, Peoria, Illinois

the many friends of Major Nelson are now congratulating him upon this promotion. Major Nelson is a self-made man. He was born a poor boy in a little village in Indiana, and later got into the railroad business and finally, under Congressman McKinley, of Illinois, became one of Mr. McKinley's right-hand men in the operation and promotion of the Illinois Traction System. He has now been placed in charge of erecting the huge three million dollar warehouse which the government is putting up in the city of Chicago.

A valuable man is one who always knows what to do next.

## Special Announcement to the Implement Trade

The Emerson Mills can now be Purchased in Winnipeg from the Emerson Manufacturing Company, Limited.

### DEALERS:

Emerson Separators will now be sold only through the retail trade. They will be built in three sizes. If you want to represent us, write at once for territory.



MADE IN THREE SIZES

Six Shoe Emerson Separator

- No. 1. Elevator Wheat Tester or "Kicker"
- No. 2. Hand Separator; Capacity 22-30 Bus. per hour
- No. 3. Power Separator; Capacity 30-50 Bus. per hour

Farmers everywhere know the efficiency of Emerson grain separators. You cannot sell a more popular grain cleaner. Guaranteed to make a perfect separation of wild or tame oats from wheat, barley and rye. Remember the Emerson removes every kernel of wild or tame oats from seed rye.

Here we show our six-shoe machine, for power drive. One h.p. handles it easily. Full equipment of riddles and screens supplied with every separator. Each shoe operated by a cam; springs give shoe a quick motion and the sudden stop or "kick" throws oats up on the riddle. These machines absolutely guarantee your customers perfect seed wheat, barely and rye. Thousands in use. Write for contract at once, before you are too late.

DON'T DELAY. SEND FOR FULL PARTICULARS

**EMERSON MANUFACTURING CO., LTD.**  
1425 WHYTE AVENUE WINNIPEG, MAN.



# A Superior Separator at the Lowest Price Makes **MORE PROFIT FOR YOU!**

**T**HIS is the year of golden opportunity for the separator dealer. Farmers are buying cream separators *now* to meet the enormous demand for butter fats.

It is *your* chance to jump in and get your share of the separator business, with a better separator at a lower price—the **VIKING**.

## THERE'S LARGER PROFIT ON EACH VIKING SALE

You make a larger percentage of profit on each Viking sale, with less investment, in less time, than any other line you ever handled. For in the Viking you have a separator that is constructed of the very finest grades of steel and iron, skilfully built *in the largest separator factory in the world*.

### ONE MILLION IN USE ALL OVER THE WORLD

The merits of the Viking have received world-wide recognition. They are sold and used in all parts of the world.

The Viking has greater capacity, is sturdy and durable, easy running and simple to clean, and skims as close as any separator made. It is fully guaranteed. When you sell the Viking you are selling a separator, superior in every respect, yet low in price.

We help you sell the Viking with a complete advertising plan.

**WRITE IMMEDIATELY FOR FULL PARTICULARS**

# VIKING CREAM SEPARATOR

*Prompt Shipment from our Canadian  
Warehouses a feature of Viking Service.*

**Representatives:**

For Manitoba—JOHN WATSON MFG. CO., 311 Chambers St., Winnipeg, Man.  
For Saskatchewan—BERT CONWAY, Box 33, Regina, Sask.  
For Alberta—CANADIAN WESTERN MFG. & SUP. CO., Calgary, Alta.





## Ten Sales Aids for Sharples Dealers

Every Sharples dealer has advertising and selling aids working for him that quickly turn prospects into profits. These helps have proven very successful. They indicate how thoroughly Sharples supports the dealer who handles the

### SHARPLES SUCTION-FEED CREAM SEPARATOR

This Spring, Sharples plans cover nearly every form of practical, effective advertising and sales promotion.

National advertising in farm publications, reaching practically every farmer in your community—no matter where you are.

Catalogs, folders, song books, sales letters, etc., follow up the work started by the national advertising. This carefully prepared printed matter covers a wide variety of appeal.

Farm Edition of Sharples News reaches the farmer at regular intervals. Being educational and newsy it never fails to interest. It is a most unique and effective aid for the dealer.

Local newspaper advertisements (furnished to dealers) reach the farmer over the dealer's own signature. They tie you up with the Sharples National Advertising.

Road signs catch the farmer's attention on his way to town—a reminder that often starts a sale.

Field signs attract attention when the farmer is perhaps very receptive.

Posters, handsomely printed, confront the farmer in blacksmith shops, grist-mills, creameries, banks, post-offices and public places.

Superb Calendars act as a reminder right in the farmers' homes thruout the year.

Window Displays hold his interest while passing your store, and offer the best kind of a "step inside" invitation.

Salesmen render real co-operation, as do all departments of the great Sharples institution.

Now—why don't you start these Ten Sales Aids at work for you? They are backed by the only separator that "Skims Clean at Any Speed"—and possesses many other exclusive advantages.

Write for details of liberal dealer contract, better profits, extra bonuses and full information on the Sharples Suction-feed Separator.

**THE SHARPLES SEPARATOR CO.**

TORONTO, ONT.

REGINA, SASK.

THE MITCHELL & MCGREGOR HARDWARE CO.

BRANDON, MAN.

Distributors for Manitoba.

DC-34

### The Development of the Centrifugal Cream Separator

In an address to the Dairy Conference, at Des Moines, Ia., on April 11, Astolf Levin, advertising manager of the Sharples Separator Co., West Chester, Pa., gave some interesting historical data regarding the development of the centrifugal cream separators. Mr. Levin said in part:

"Up to about fifty years ago, the method of making butter had advanced very little from the prehistoric butter bottle, in which some cream was poured in the morning, the bottle fastened to the saddle and left dangling there until the noon meal, when it was opened and the buttery substance used for food. Eventually, such methods as crocks and pans were developed, in which the milk was allowed to stand for thirty-six hours to give the force of gravity time to partially separate the skim milk from the butterfat, which was then dipped off with a hand dipper.

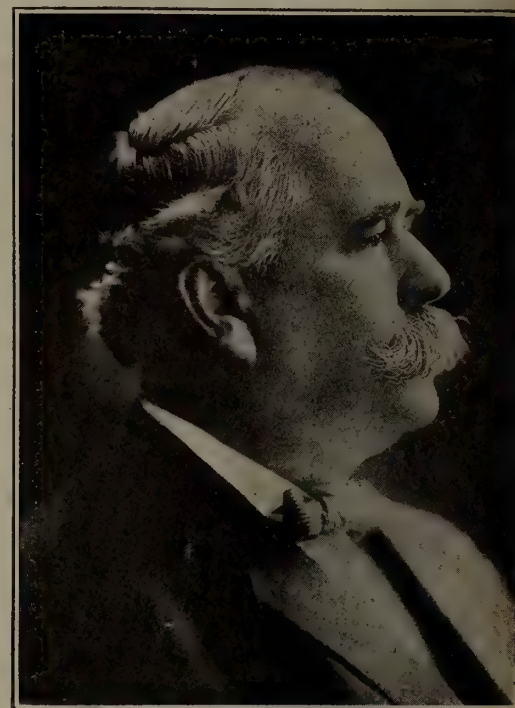
"These methods were generally used forty years ago and much later in some sections of the world. Investigations proved that they wasted from ten to forty pounds of butter from each cow per year.

"The first definite record we have of centrifugal force as being employed in the separation of cream from milk was in 1859 when Prof. Fuchs, of Germany, suggested an apparatus very similar to the ordinary Babcock tester. Prandtl made further experiments of a similar character, but was not successful, because the cream was partly churned into butter during the separating process.

"In the year 1872, another German professor by the name of Moser exhibited a separator at the Vienna Dairy Show. This caught the attention of several people, among them a prominent engineer, Lefeldt, who completed his model, so that, at the Bremen fair in 1874, he actually separated cream in twenty minutes, but the operation of this machine was not continuous. It had to be stopped and the cream skimmed off, the skim milk emptied and the operation repeated.

"In the meantime, a French concern, the Vives-Lille Company, patented a continuous separator

as early as 1874, but, so far as we know, this invention remained on paper. The first practical centrifugal creamery was established by Lefeldt at Kiel in 1876 and in 1877 he offered four sizes of his separator for sale. Mark well that this and all other separators were what is known to-day as factory separators and that they left 6 per cent of the fat in the



PETER M. SHARPLES

skim milk. Compare that with the present day separators, which leave only .01 or .02, and even less.

"As early as 1881, a Danish Weston Separator was shipped to John I. Carter, Pomeroy, Chester County, Pa. So far as I have been able to ascertain, this was the first centrifugal separator in practical use on this continent. It had the previously installed Cooley system beaten on the basis of thoroughness, as well as economy, of separation.

"Mr. Carter's neighbor, Milton Darlington, went over and studied it and decided to get one like it. When it came, he engaged a young manufacturer of boilers, who was a mechanic, to install it.

"This young man, whose name was P. M. Sharples, had started an up-to-date machine shop in West Chester and enjoyed quite a reputation in the county as a thorough mechanic and a student of machinery. Sharples manufactured and installed the boiler and engine and set up the separator. P. M. Sharples has been mixed up with separators ever since. When he learned of the first importation of the Swedish de Laval separator, he immediately got in touch with its American representative, Jos. H. Reall, of New York, who had just imported three machines. One of these went into Chester County. A



few days thereafter, Sharples made a jobbing arrangement to sell them for Reall in Chester and adjacent counties. Shortly afterwards, we find him busily making the large cast iron parts for these separators, only the bowls and tin covers being imported from Sweden.

"Through this experience with the two established separators, Mr. Sharples soon came to see both their good and their bad points. He made several improvements, two of which were patented by him and put on the Swedish machines that he partly made and for the use of which the Swedes paid him a royalty. He did a great deal of experimenting during this year and finally developed a separator all his own, for which he secured patents. In 1883, he was ready to put the first American-invented and American-made separator on the market. It was very successful from the beginning and his business grew rapidly.

"The original Danish Weston bowl was a large, heavy drum, twenty-five inches in diameter, weighed nearly 100 pounds and ran 2,500 revolutions per minute. These bowls require four horsepower to drive and handled less than 600 pounds per hour. Sharples gradually cut down the diameter and reduced the number of revolutions. The present Sharples tubular bowl weighs less than seven pounds, is 2¼ inches in diameter and is easily turned by hand power. It separates perfectly 900 pounds per hour.

"Separators now skim to a trace when handled right. Their capacity has steadily increased; ease of cleaning and ease of turning likewise. The last great drawback, which lies in the fact that separators lose cream if turned too slowly, has finally been overcome by Mr. Sharples, whose suction-feed separator is so ingeniously constructed that, no mat-

ter how you turn the handle, only enough milk goes into the bowl as can be perfectly separated at that speed. The importance of this invention may be gauged by the estimate that over eighty million pounds of butter are lost annually in America by turning separators below speed."

#### De Laval Co. Handling Tractors in Eastern Canada

The De Laval Separator Co., Peterboro, Ont., recently took over the sale of Lauson tractors for Eastern Canada. The John Lauson Manufacturing Co., of New Holstein, Wis., who have been manufacturing the Lauson tractor for the past three years, announces some material changes in their 1918 model tractor.

As in the past year, the company will confine their efforts to

the manufacture of only one size tractor, the 15-25 h.p., which they will guarantee to pull three 14-inch plows under all ordinary conditions and four under favorable conditions. It has belt power for large ensilage cutter or grain thresher up to 28 inches.

#### U. S. Authorities Increase Dealer's Twine Margin

On March 15th the U.S. Food Administration made a suggestion to the effect that the retail price of binder twine should be not more than 1½ cents, with freight added, above the price paid the manufacturer. In brief this meant that the dealer in the United States was expected to sell at 25 cents twine which cost him 23½ cents laid down in his store, a margin of only 6 per cent for handling the twine.

Investigation has shown that it costs the implement dealer from 15 to 20 per cent to do business—so he would have had to sell twine at a loss.

This suggestion on the part of the U.S. authorities is now replaced by one which recommends a margin of 2 cents when the twine is sold for cash, and 2½ cents when time is given, since it was realized that the margin was too low. The new suggestion is the direct result of a nation wide protest on the part of the dealers in the United States through their various associations. Under the new suggestion standard twine in the U. S. would sell for 25 and 25½ cents with freight added. The Food Administration says that twine will have to be ordered unusually early on account of slow freight movement.

## TO EVERY IMPLEMENT DEALER

A local pump account brings sales of many hundred dollars. A pumping outfit with a pump, pump jack and gasoline engine and pipe runs up to \$50; \$75, \$100, \$200 and more. This means a handsome profit for the implement man who makes the sale.

### BT PUMPS ARE READY-TO-SHIP

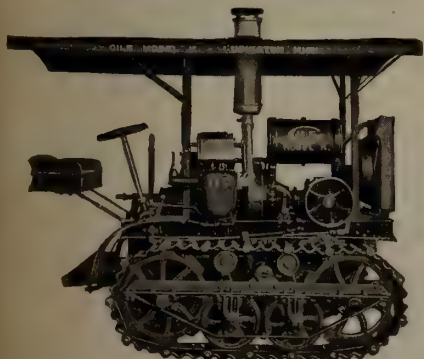
Our pumps are ready-to-ship as soon as your order is received. They cost less than any other pump on the market because of the large quantities in which they are made. They are the best pumps in the West.

We still require a few sole agents in Western towns. Write at once to

**BEATTY BROS. LIMITED**  
WINNIPEG, MAN.

**Dept. G334**  
EDMONTON, ALTA.

## LION TRACTORS



24-H.P. ATWATER-KENT IGNITION  
ROLLER BEARINGS  
SIMPLE, POWERFUL, ECONOMICAL  
Send for Catalogue

**Canadian Tool & Machinery Co.**  
LOUISE BRIDGE  
Box 416 WINNIPEG, MAN.





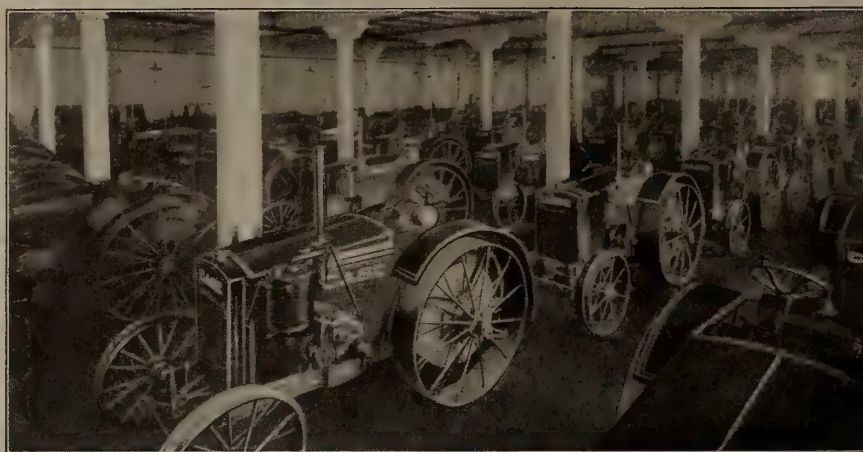
Early shipments and high price will increase the dealer's financial responsibility. It is desired to facilitate a free distribution of twine and to warrant dealers in carrying stocks adequate to provide for the increased acreage. Farmers are urged to place their twine orders at once.

### Painting Tractors in Large Production Plant

We hear a great deal these days of increased production of food supply. The U.S. government through the food commissioner is urging the universal adoption of the modern kerosene tractor as the only logical solution to increase crops in face of a farm labor shortage. The manufacturers of agricultural implements have assumed their responsibility by greatly increasing their output in accordance with the amount of materials obtainable.

While responsible firms have increased their number of products in a surprising manner, yet they have not done this at the expense of quality. The accompanying picture is proof of this point.

A great many people, even in the implement trade, believe that agricultural implements are painted very cheaply and quickly, by either spraying or dipping in a huge tank and allowed to dry. Such, however, is not the case in



A View in the Case Painting Shops, at Racine, Wis.

a quality tractor, such as that made by the J. I. Case T. M. Co. The picture herewith shown is a section of one of the three large paint shops in which Case tractors alone are hand painted.

These tractors, after they have been given the final belt and traction test, are taken into the cleaning stalls. There they are thoroughly cleaned and given a priming coat. They are then given a second coat of high grade paint applied by hand. The next operation is putting on the Case transfers and stencils, after which they are artistically striped and finished off by hand with a good high grade of weather resisting varnish. In the picture can be seen a tractor in its rough state and one all varnished and drying.

How about washer sales?

### Distributing U.S. Tractors

Motor Distributors, Ltd., G. A. Cunningham, manager, 41 High St. West, Moose Jaw, Saskatchewan, distributors for the Grant Motor Car Corporation, Cleveland, Ohio, and distributors for Southern and Central Saskatchewan for Maxwell and Chalmers cars, have also been appointed Saskatchewan distributor for the "U.S." (formerly Challenge) tractor, manufactured by the U.S. Tractor Co., Minneapolis. Mr. Cunningham is well-known to the implement trade, having been engaged in the implement business at Mortlach, Sask., for some years.

### A Turner Booklet

We are in receipt of an interesting little booklet, entitled "Tractor Information," recently issued by the publicity department of the Turner Manufacturing Co., of Port Washington, Wis., makers of the well-known Turner Simplicity tractor. This treatise shows, from the standpoint of the makers, why the four-wheel, light weight tractor is rapidly becoming recognized as a standard type. The fallacy of the heavy weight machine is dealt with, and it is contended that a tractor, unlike a locomotive, is not dependent altogether upon its weight for traction, as spuds or cleats on the drive wheels have greatly the effect of a rack and gear. Also, by using the weight of the tractor to the best advantage, much bet-

ter results can be obtained than heretofore. The idea that the farmer must have a machine of simple and crude construction is erroneous, as has been proven by the successful use of the automobile. This 20-page booklet, while dealing to a limited extent with the Turner tractor, contains a great deal of sound information on tractor design. We are advised that interested dealers can obtain a copy by sending a postal card, with their name and address, to the Turner Mfg. Co., Port Washington, Wis., U.S.A. Please mention Canadian Farm Implements when writing.

### Nelson Bros. Co. Making Trucks

Nelson Bros., the well-known manufacturers of engines, feed grinders and pump jacks, at Saginaw, Mich., have organized a company entitled the Nelson Bros. Truck Co. Capitalization is given as \$300,000. The new organization will manufacture the "Jumbo" 2½-ton truck, and have purchased the plant of the Saginaw Motor Car Co. According to the schedule production of one truck a day will be under way within a few weeks and will be increased as rapidly as the necessary additional mechanical equipment can be installed and skilled labor secured. The officers of the company are: President, Harry B. Nelson; vice-president, Clarence A. Nelson, and secretary and treasurer, Clinton J. Nelson, all of the Nelson Bros. Company.

### Selling Samson Tractors

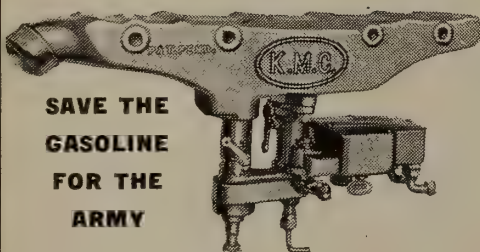
Eldridge Motors Co., Ltd., Calgary, Alberta and Saskatchewan distributors for Samson Sieve-Grip Tractor Co., Stockton, Cal., report business in excess of the orders they will be able to fill.

### Oliver Supports Michigan Dealers

In regard to the recent sale of 1,000 Fordson tractors to farmers in Michigan, a report from the U.S. trade press is of some interest. When Mr. Ford quoted the Michigan government prices on his tractors he also quoted a price on Oliver plows. This price was the same quoted by the Oliver organization on plows destined for Canada—so much f.o.b. factory at South Bend.

But the deal was halted by Mr. Oliver, who pointed out that in Michigan alone his company had about 600 dealers who had to be considered. Mr. Oliver insisted that the plows for the Fordson tractors be shipped to Oliver dealers in Michigan, at tractor distribution points, and arranged a price and compensation to the dealer which was satisfactory.

## KEROSENE CARBURETOR



SAVE THE  
GASOLINE  
FOR THE  
ARMY

The only Transformer on the market that is guaranteed to successfully burn kerosene in Ford cars—and does it.

Cuts fuel cost to one-half your former gasoline bill.

Gives more power and mileage to a gallon of coal oil.

Dealers wanted for exclusive

territory, large profits, write or wire for particulars at once.

**J. D. ADSHEAD CO.**

Head Office  
WINNIPEG

ALBERTA BRANCH  
117 - 10th Ave. E., Calgary

## THE DEEPER MEANING

**BISSELL  
FARM  
IMPLEMENTS**

Silos Disk Harrows Land Rollers

The name "Bissell" stands for quality of recognized Merit and Superiority. Business in its highest aspect is "ESSENTIALLY SERVICE".

Just as "Greatness is in proportion to service" in an individual, so the Implement which yields the greatest service to farmers is the best article. Look for the name "BISSELL." Disk Harrows bearing this name are "Built for Business," and none others are genuine.

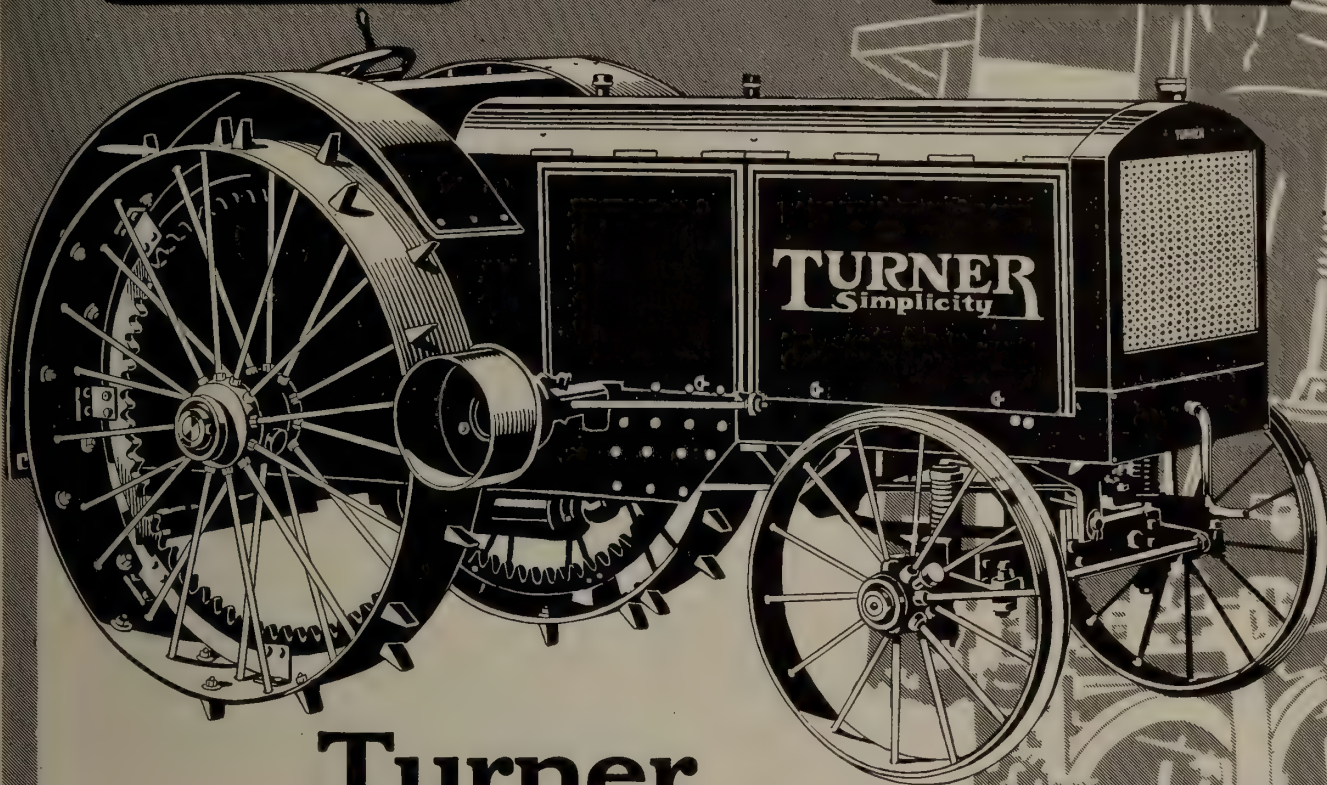
Built also in sizes for use with Tractors.

**T. E. BISSELL CO. LTD., ELORA, ONT.**



# TURNER

## Simplicity



## Turner Simplicity and Quality Tell in Your Sales and Prestige

Standardized simplicity in machinery is demanded by farmers now, more than ever. Their experienced help is being taken for the war, and they need machines that "green" hands and younger boys can operate. Turner Simplicity Kerosene Tractors and Engines by meeting this need win their confidence and insure Turner dealers profitable sales and future business.

### TURNER SIMPLICITY TRACTORS

#### KEROSENE

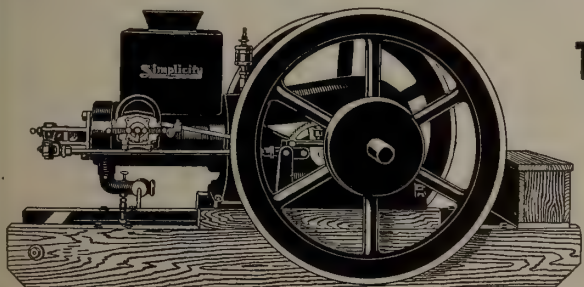
The moment the farmer looks at the Turner Simplicity Tractor, he is willing to vote for it as being dependable. Its sound, business-like construction, free from freakishness, its steady, powerful pull, when in operation, makes him want to own it. In addition to its skilled workmanship and excellent design, it is equipped with these quality parts—Waukesha 4 cylinder motor, Hyatt Roller Bearings throughout, Perfex Radiator, Dixie Magneto, Foote-Strite Transmission—all standard, well advertised quality parts.

### TURNER SIMPLICITY ENGINES

#### KEROSENE—GASOLINE

The Turner Factory is fortunately situated at this time in being able to produce their high class engine in increased quantities and at a very reasonable and moderate price. Seventeen years of successful engine building experience have gone into this quality engine. They are strong, durable, steady, economical engines, throttle-governing, enclosed crank case, built-in magneto, governor shields, etc., and have the endorsement of thousands of users and dealers. They are built in all popular sizes. PROMPT DELIVERIES, coupled with an exceptionally fine sales proposition, make it particularly interesting at this time to dealers.

Why not let the Turner make good for you, too, as it has for others on one or both of these lines—liberal discounts from the start,—a line of tractors and engines—that will help build business prestige. Write today.



**Turner Mfg. Co.**

215 Lake St.

Port Washington,  
Wisconsin

**Dealers!**  
**Mail this**  
**Coupon**

Date .....

Turner  
Mfg. Co.,  
215 Lake St.,  
Port Washington,  
Wis.

Please send me complete  
information about your  
1918 profit-making campaign  
for dealers on

(Check the one or both you are  
interested in)

(..) Engines (..) Tractors

Name .....

Town ..... Province .....



### Factory Notes

The Canadian Allis-Chalmers Co., Royce avenue, Toronto, manufacturers of Allis Chalmers tractors, will erect a \$6,000 steel and galvanized iron addition to their forging plant.

A company has recently been formed for the purpose of building a cordage factory in British Columbia, and it may be located at Nelson. About \$250,000, it is said, is to be spent on the plant.

### "Eclipse" Windmills ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years.

The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

#### Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited  
Saskatoon WINNIPEG Calgary

The Moline Plow Co., of Moline, Ill., makers of the Moline Universal tractor, announces an addition to its line—Model D, a four-cylinder machine, built on the same lines as the two-cylinder Model C.

An addition is being made to the factory of the Canada Carriage Co., on Park street, Brockville, Ont. The company report that they are working at full pressure, with a heavy demand for their well known vehicle lines.

The Leonard Tractor Co., of Jackson, Mich., has closed a contract with the Smart Syndicate, of Montreal, to manufacture on a royalty basis for Canada only. The new connection expects to make 1,000 Leonard tractors this year.

Over 15 per cent of the employees of the Cushman Motor Works, at Lincoln, Neb., are now serving under the American flag. Despite this fact the Cushman organization have done the largest winter and spring trade that they have ever taken care of.

The Reo Motor Car Co., Detroit, Mich., has completed the first of the caterpillar tractors for which a government contract has been closed, calling for 3,000. A lieutenant of the Ordnance Department, U.S.A., has passed upon the first Reo tractor and approved it. The company will be

assembling caterpillars on a large scale within sixty days.

The McIntyre Manufacturing Company, manufacturers of the Farmer Boy tractor, Columbus, O., has been absorbed by a new organization known as the Columbus Tractor Company, which has been incorporated with a capital stock of \$1,000,000. This company will take over the entire business of the McIntyre concern.

Work is in the progress on the first section of the new plant of the Cleveland Tractor Co., which is located on the 60-acre tract at Euclid and Lamb avenues, Cleveland, O. The first section of the factory, which will constitute practically one-fourth of the complete plant, is of concrete construction, 180 x 440 feet. The building is to be completed within sixty days and will cost about \$275,000.

Deere and Company, Moline, Ill., have awarded a contract to erect four buildings in East Moline to make possible increased production of the company's harvester plant. The addition will represent an expenditure of approximately \$400,000. Three of the buildings are to be 200 feet long and sixty, seventy-five and eighty feet wide, respectively, and will duplicate buildings already in use. The fourth is to be forty-five by sixty feet. All will be of reinforced concrete construction.

A report from Detroit, Mich., states that 100 "Fordson" tractors are daily being turned out at the plant of Henry Ford and Son, at Dearborn. It is stated that each of these tractors will plow one acre per hour. Each tractor will do the work of three or four horses and will save one man. There are now approximately 140 tractor-making plants in the United States, and Ford and Son claim already to have the largest plant. A report from Dearborn states that Henry Ford plans to make 30,000 tractors this year.

### New Grain Cleaner Organization Formed in Winnipeg

Notice was recently given of the incorporation in Winnipeg of the Emerson Manufacturing Co., an organization with a capital stock of fifty thousand dollars. The company have already commenced the erection of an up-to-date factory on Whyte avenue, Winnipeg, in which they will produce the well known Emerson grain cleaners. For over 38 years Emerson separators have been made by the W. H. Emerson & Sons Co., of Detroit; Mich., and Windsor, Ont. Such is the demand for these machines that it has become necessary to organize a manufacturing concern, with a factory in Winnipeg, to take care of the Canadian trade. Emerson separators will be sold only through the implement dealer, and deliveries, state the company, can now be had from their Winnipeg headquarters, 1425 Whyte Avenue. We are advised by the company that information, prices and particulars of the full line of grain cleaners they produce, will be sent all interested dealers who get into communication with the Emerson Mfg. Co. at the above address. The reputation of these machines is such that they should be a profitable line for the dealer in any territory.

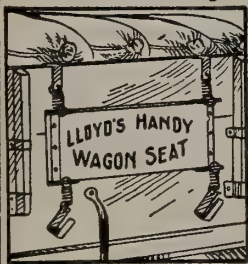
### Scrap Iron an Important Item

Around many dealers' places of business there are broken and discarded machines representing so much value as scrap metal. The extraordinary conditions prevailing in the iron and steel trade make it essential that all metal in the form of scrap should be centralized for sale to foundries and rolling mills so that it can be used over again. The B. Schragge Iron and Metal Co., Winnipeg, are in the market for any quantity of scrap metal, and dealers should see that scrap heaps are transformed into cash by shipping their old parts, broken machines, etc., to this old-established concern.

### Attachment for Deere Plows

The John Deere Plow Co. announce the placing upon the market of a small tractor hitch and lifting lever attachments for New Deere gang plows. The attachments will fit any New Deere gang, and are easy to put on and take off. By their use the farmer can readily adapt his horse plow, whether 12, 13 or 14-inch bottoms, for use with a light tractor, giving him a very efficient one man outfit, as the plow can be raised and lowered from the platform of the tractor.

### The Long, Long Trail to the Homestead Looks Easy when Your Customer sits on a



One wagon loaded

### LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEAT

Fits Any Wagon or  
Sleigh Box Made



Going Home

When your customers come to town, show them the Lloyds Wagon Seat. They won't go home without one in their wagon or sleigh box. It gives comfort, protection from the wind and complete control of the team. Carries 600 lbs. with ease. Order your wagons without seats, and sell the Lloyds. The price is right. Get a stock now, and watch them sell themselves.

WAWANESA WAGON SEAT COMPANY  
WAWANESA, MANITOBA.



HEAD OFFICE

Special Prices to

RED CROSS SOCIETIES

BEST PRICES PAID FOR

### SCRAP IRON, RAGS, ETC.

The oldest and largest SCRAP IRON AND METAL DEALERS in Western Canada. Wanted at once any quantity of mixed country Scrap Iron, Rubbers, Rags and Metals. Carload Lots our Specialty.

We have been giving our customers satisfaction since 1884. We guarantee to please you. Scrap iron is now bringing good prices—sell while the market is high. Correspondence solicited. Write to-day for our latest price list.

ESTABLISHED 1884

THE **B. Schragge.**  
IRON & METAL CO. LTD.

WINNIPEG, MAN.



We feel sure that Deere agents throughout Western Canada will do a big business in the sale of these attachments, which give the customer an engine and horse plowing outfit in one implement. A few minutes makes the change necessary to adapt the plow to either form of power. The simple construction of the device is shown by the description of how it is used:

To attach—first remove foot-lift, leaving on pivot casting. Then clamp lever and ratchet to

left hand side of frame, and bolt strap at end of lever to pivot casting. Attach hitch to clevis and bolt crank arm to pole plate. When changing hitch on horizontal clevis move pole plate on pole pin as required.

The entire outfit—engine and plow—can be operated by one man. The bottoms can be lowered and raised from the platform of the engine. Both furrow wheels are controlled by the hitch, and the same results secured as when horses are employed.

### Separator Concern Expands

The Twin City Separator Co., Quetch street, Winnipeg, manufacturers of the well known line of Bull Dog grain cleaning machinery, are erecting an extension to their factory. To the rear of the present buildings a new assembly plant is being built, which will be 100x65 feet in size. On the frontage, to the east of the factory, a new building of brick construction will also be erected, 75x60 feet. Manager Grout also

reports that in the machine shops he is installing a complete line of the latest types of woodworking machinery with which he hopes to increase the present output of Bull Dog fanning mills and wild oat separators. The company is working at full pressure.

### WAR PROFITS HERE

Buy modern agricultural implement manufacturing plant. Plenty of labor. Will sell plant complete or machinery and equipment, reserving land and buildings. Greatest bargain in America for quick sale. Write P. W. MAER, DISPATCH BUILDING, COLUMBUS, MISS.

# Cushman Goods *plus* Cushman Service

The Demand this year is all for Equipment that will meet the Labor Shortage and Save Time. Only efficient machines will meet the emergency—and in handling the Cushman Line the Dealer sells his customers the best machines of their type on the market.



**The Langdon Ideal Automatic Self-Feeder**

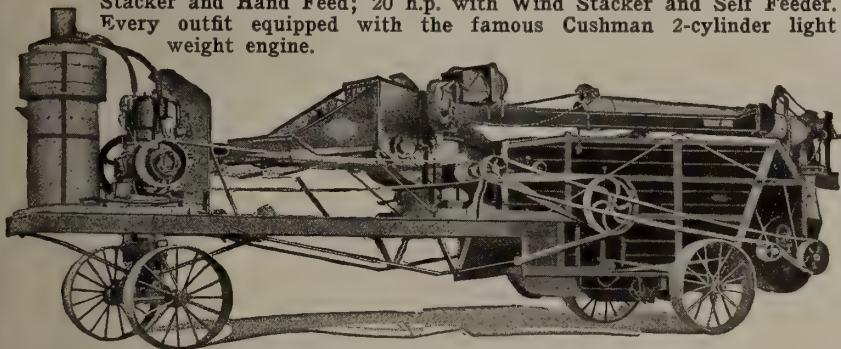
Guaranteed to feed perfectly to full capacity any make or size of separator.

The one feeder that governs according to the condition of the grain. Operates on the principle of hand feeding, handling the dry, straight bundles very fast; the wet, tough, tangled ones are delivered more slowly. Separator and engine have absolutely uniform and even load all the time. Dealers—handle the Langdon this year.

## Sell Cushman Light-Weight Combination Threshers

1918 Model—Tried and Tested—Made in Three Sizes

8 h.p. with Straw Carrier and Hand Feed; 15 h.p. with Wind Stacker and Hand Feed; 20 h.p. with Wind Stacker and Self Feeder. Every outfit equipped with the famous Cushman 2-cylinder light weight engine.



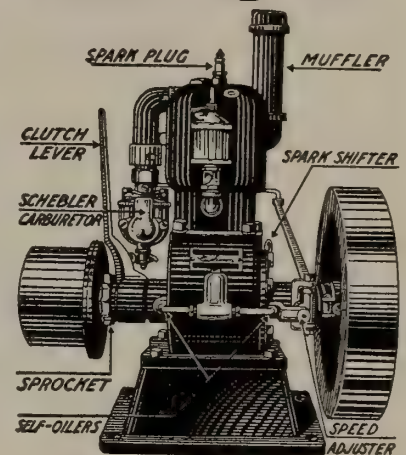
Our 1918 outfits carry many distinct improvements. They have proven to be unequalled for threshing flax. Rigid, strongly braced frame; has sliding base for regulating belt tension. And behind all is the famous smooth running Cushman Light Weight Engine. For good work, quality and durability, our outfits are the best you can sell. Get the agency—now.

## Cushman Light-Weight Engines 4 to 20 H.P.

The Original and Only Successful Binder Engine

If it isn't a Cushman it isn't a real binder engine. Operates grain binders, potato diggers, manure spreaders, etc. Works more steadily and quietly than any other engine because so well designed and built. Equipped with Throttle Governor and Schebler carburetor. Many dealers are selling from 15 to 50 Cushmans a year in addition to heavy engine business. Ask for agency proposition.

BUILT FOR ALL FARM WORK—THE BEST ENGINE TO SELL



4 H. P. Cushman. Weighs only 190 Lbs.

## Help Out Busy Housewives by Selling Them

**"KLEAN KWICK"**

### Vacuum Washers

Here is a washer that the dealer can make money on. You have lady prospects in both town and territory, and every washer sold makes the purchaser a feminine booster for your business.

Tubs made of either cypress or copper. Revolving stomper rotates, raises and lowers, forcing hot suds through clothes by air pressure and suction. Do not damage the finest fabrics. All gears machine cut; all working parts guarded. The most efficient washers made. Let us send you particulars of this big selling line.

A Full Line for Hand or Power—Strong Wringers



**Our Prices and Terms will Interest You. Cushman Dealers Get the Trade**

**CUSHMAN MOTOR WORKS OF CANADA, LIMITED**

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

Exclusive Selling Agents for: Combination Threshing Outfits—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators



## News of the Western Trade

The Western Canada Auto Tractor Co., Moose Jaw, report an exceptionally heavy demand for Staude Mak-a-Tractors this year. In 1917, in the prairie provinces over two hundred and fifty of these attachments were sold by the company. This year, up to April 15, the Western Canada Auto Tractor Co. had

sold over 400 tractor attachments. The company are now represented in all the western provinces, and have a staff of twelve travelers covering western territory, of whom eight are mechanical experts. Special men are also detailed by the company to give expert service, so that dealers for the Staude Mak-a-Tractor are

given excellent assistance in their individual territories.

Harold F. Pierce, who is secretary-manager of the Western Canada Auto Tractor Co. was for three years manager for Manley and Slater, Moose Jaw, one of the largest Ford distributing concerns in Western Canada. Early in 1917 Mr. Pierce was appointed to his present position, in which his mechanical ability and sales experience has been of especial value to the company. He reports that in 1918 the company expect to sell over 1,500 of their tractor attachments before the end of the season.

Staude Mak-a-Tractors are manufactured by the Stewart Sheaf Loader Co., Winnipeg; J. S. Menzies, manager of that organization, being president of the Western Canada Auto Tractor Co., while W. J. Bell, of the Farmers' Specialty Supply Co., Regina, is vice-president. The large machine shops of the Stewart Sheaf Loader Co. at Winnipeg are equipped to take care of large production of those tractor attachments. Warehouses are maintained at Winnipeg and Moose Jaw, and a branch will be opened in Alberta. A full line of repairs are carried at all branches. As an economical farm power unit the Staude Mak-a-Tractor has, it is stated, given great satisfaction throughout the West. Interested dealers should write the Western Canada Auto Tractor Co., Moose Jaw, for full particulars.

### Tractor Firms in Calgary Patriotic

Tractor dealers and distributors in Calgary demonstrated their patriotism in a very practical way during the last week in April. A plot of 250 acres of C.P.R. land which was vacant, on the hill above the city, was donated by the railway company to the city for cultivation during the war. Tractor companies, to the number of seventeen, turned out their plows and steel horses and plowed up this acreage free of cost. The oil companies supplied fuel and lubricating oils free of cost.

April 25, 26 and 27 were, therefore, tractor "demonstration" days in Calgary, and the citizens turned out by the hundreds to see the tractor outfits making a civic farm for Calgary. Flax or grain will be sown as the seed-bed is worked down. The proceeds from this land will be devoted to war relief purposes.

We think that the tractor men in Calgary are to be complimented for their efforts in this connection, and other Western cities,

especially Winnipeg, should follow the example set them by the Calgary tractor and plow men. Such work is of value to the war relief funds and affords the town dweller an opportunity of realizing what the tractor can do.

### Getting Tractor Shipments

The Winona Tractor Co., Regina, report a good demand for the light Winona Special tractor. Shipments are now being received from the factory in a way that will help to meet the many orders now on the company's files.

### Opening Winnipeg Headquarters

The Uni-Lectric Co. of Canada, Edmonton, report that they will open an office in the Industrial Bureau, Winnipeg, from which center they will handle their well-known line of lighting plants. J. R. Ulery, sales manager of the company, states that the company are now appointing agents all over the West for the sale of their plants. Mr. Ulery is well known to Western Canadian implement dealers, as he was for five years with the Rumely Co. in Manitoba, Saskatchewan and Alberta.

The Uni-Electric Co. of Canada, also handle the Kewanee line of Private Utilities, makers of ice machines. These plants are in all sizes and are said to operate at a cost of 30 per cent of the ice bill. They can be installed in any refrigerator.

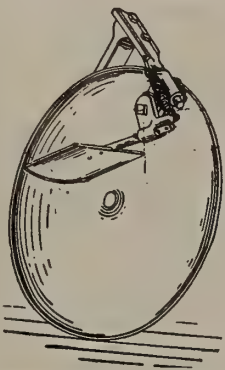
The Uni-Lectric Co. expect to sell 3,000 of their 110-volt direct current plants. This plant, the distributors state, gives power equal to that of a 6 or 8 h.p. gas engine, furnishing 120 sixteen candle-power lights. It is sold for the price of an ordinary battery plant.

As well as their offices in Winnipeg the company will have branches in Regina, Moose Jaw, Lethbridge, Calgary, Edmonton, and Vancouver. Uni-Lectric lighting and power plants have been in use in Canada, at different points, for as long as five years, and are said to give excellent service.

### Handling Standard Tractors

L. B. Martin, manager of the tractor department, Chapin Company, Calgary, was a recent business visitor to Minneapolis. His company are now distributing Standard tractors, manufactured by the Standard Tractor Co., of Willmar, Minn.

It's a poor advertisement if it appears in a sick medium.



### THE RESILIENT DISC PLOW SCRAPER

Patented May 27, 1917

This scraper fits any and all Disc Plows, and is guaranteed to clean in any kind of soil, under any and all conditions, without friction. The scraper blade is reversible, consequently always sharp.

What this means to farmers is: less horse power; better tilled land; stubble grass and weeds turned under; longer life of machinery; no lost time, and entire satisfaction.

This is the only spring scraper made in Canada and is sold on its merits.

In ordering state the make of the plow and the year it was made, round or square shank, so that the scraper will be assembled with the proper shank ready to put on.

Retails at \$5.75

EVERY DEALER SHOULD HAVE THIS AGENCY. LIBERAL COMMISSION.

**WILLSON & BEEHLER**

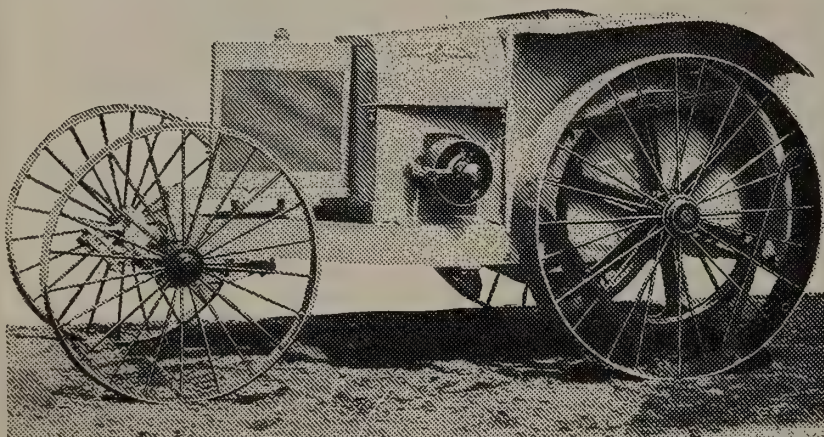
Western Garage: 148 High Street West, Moose Jaw, Sask.

12-25  
H.P.

**PARRETT TRACTOR**  
"SPEAKS FOR ITSELF"  
ONE MAN ALL PURPOSE

Handles  
3 14-inch  
Plows

**Immediate Profits—Increased Prestige**

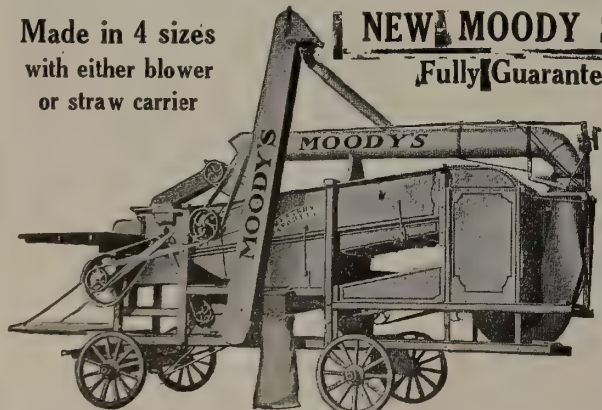


The dealer who handles Parrett Tractors not only nets a nice profit per sale, but builds for future business. There is no "come-back" with the Parrett. In both the U.S. and Europe it has stood the acid test of service in competition with all makes of tractors. It is the best machine you can offer your trade, and now is the time to get the agency. Plows an acre an hour; does all farm work. Strong construction. Direct drive on both high and low gear; direct drive from engine shaft to belt pulley. Self-aligning ball bearings. Double drive on rear wheels. Low centre of gravity. Turns in small radius. Gives maximum power on cheapest fuels. We can supply your requirements. Write us at once.

Made in 4 sizes  
with either blower  
or straw carrier

### NEW MOODY SEPARATORS

Fully Guaranteed, Efficient and  
Reliable



Made in four sizes: Does better work than any other small separator. Ideal for individual use. Note weed seed bagger that bags all weed seed separate from the grain. If you want to increase your separator business this year ask us for details of the New Moody.

WRITE TO-DAY FOR CONTRACT AND PRICES

**The New Home Machinery Co., Ltd. Saskatoon, Sask.**

Distributors for Saskatchewan

**Francoeur Bros - Camrose, Alta.**

Distributors for Alberta

**Mitchell & McGregor, Ltd. - Brandon, Man.**

Distributors for Manitoba



### Deere Protect Tractor Contracts

In connection with the recent purchase by Deere & Co., Moline, Ill., of the entire business of the Waterloo Gasoline Engine Co., of Waterloo, Iowa, it is announced that all contracts now in existence with the Western Canadian distributors will be protected until the expiration of such contracts.

In the selling season this fall the Western Canadian branches of the John Deere Plow Co. will take over the sale of Waterloo Boy Kerosene Tractors and gasoline engines for next year's business. With an organization covering the whole of Canada, Deere dealers in Western Canada will be ensured the best service in connection with the sale of these well-known tractors and gasoline engines.

### Challenge Tractors for Western Canada

Distribution for the Challenge Tractor, manufactured by the "U.S." Tractor Co., Minneapolis, is now being arranged for in Western Canada. Alberta territory will be handled by the Genco Electrical Engineering Co., Ltd., Calgary, and for Saskatchewan by Motor Distributors, Ltd., Moose Jaw. Manitoba distributors have not yet been appointed but will be in the near future, reports the company.

### Caterpillars in Demand

The Canadian Holt Company, Calgary, of which P. S. Sanders is manager, report a very heavy demand this year for their 75 h.p. caterpillar tractors. The output for Canada this year is necessarily limited owing to the heavy war orders being taken care of by the Holt factories in America, at Stockton, Cal., and Peoria, Ill.

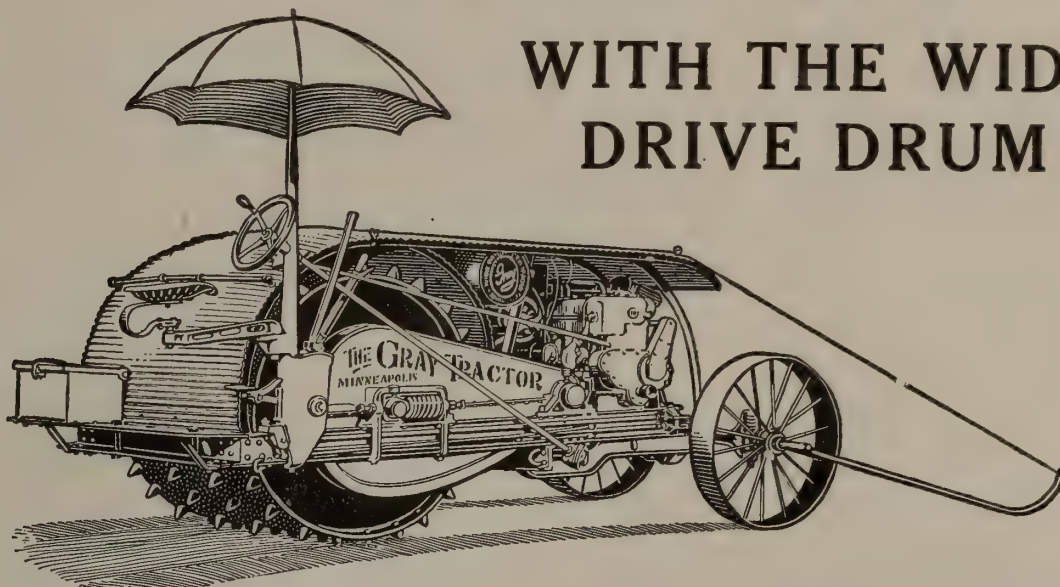
### Gas Engine Association Will Hold Convention

The eleventh annual meeting of the National Gas Engine Association has been announced for June 3 and 4, to be held at the Sherman Hotel, Chicago. Secretary H. R. Brate announces that the program has been about completed, and that it will be timely and cover business of particular interest to the trade at this time.

On Monday forenoon there will be a joint meeting between the association and members of a committee from the National Federation of Implement and Vehicle Dealers' Associations for the purpose of discussing the matter of repair parts.

# THE GRAY TRACTOR

## WITH THE WIDE DRIVE DRUM



### QUALITY SPECIFICATIONS

Eighteen drawbar H.P.; 36 belt H.P.; Waukesha four-cylinder motor, 4 3/4 x 6 3/4; Hyatt heavy duty roller bearings; K. W. ignition, no batteries, coils or switches; Bennett carburetor and air cleaner; no differential; no bevel gears; copper cored radiator with wide water channels. Every feature thoroughly high grade and made to endure, not to meet a low price.

### EXCLUSIVE FEATURES AT PLOWING

The Wide Drive Drum is the big feature of interest to farmers. It provides the greatest traction surface, in proportion to rating, of any tractor. It crushes weeds and trash in front of the plows so that the furrows cover it completely and make use of it for fertilizer. By use of the drum, the frame becomes the drawbar and the power is delivered in a straight line from the rear axle. A liberal size running board on the rear enables the operator to handle or get at the plows or implements conveniently.

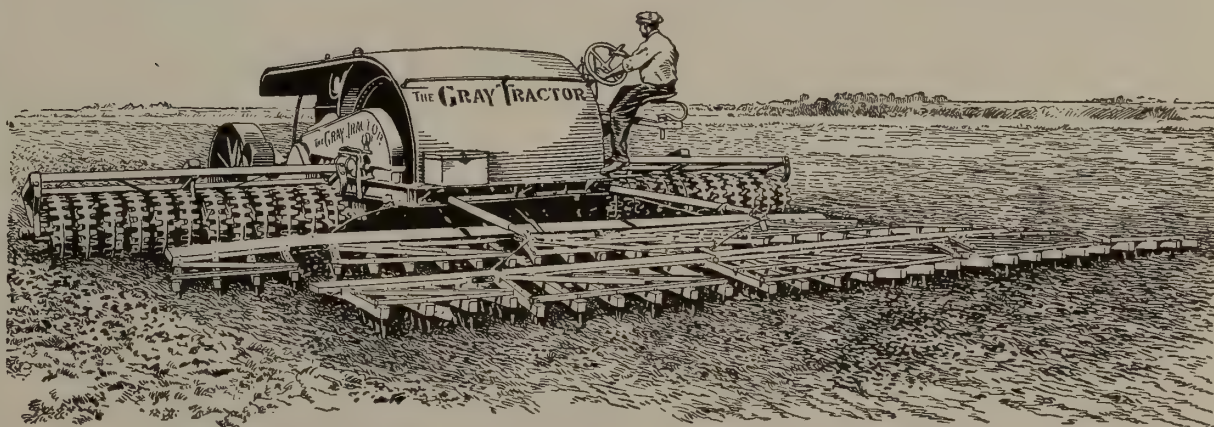
### NEW LOW RECORD FOR REPAIRS

By the elimination of differential and bevel gears in transmission and through use of the finest materials and construction the Gray has decreased the usual tractor repair requirements to a wonderful degree. This not only decreases operating cost but assures the owner that he will get his work done on time.

### EXCLUSIVE FEATURES AT SEED BED PREPARATION

Here the Wide Drive Drum shines again. Since the weight of the Gray is distributed over the 70 inches of soil, it travels over newly plowed land without packing it. It crushes clods and furrows and leaves the soil mellow. Then the side arms, an exclusive Gray feature, enable the hitching of packers or discs on each side. This equipment with a 26-foot drag on the rear, will prepare 60 acres of seed bed in a 10-hour day. At seeding the Gray handles drills without ridging the land or leaving wheel ruts.

**The Gray Tractor Will Disc (or pack) 60 Acres in a Ten Hour Day. The Gray's side arms form an exclusive Gray Feature.**



**AGENCIES NOW BEING APPOINTED IN UNREPRESENTED TERRITORY.  
SEND FOR OUR PROPOSITION**

## GRAY TRACTOR CO. OF CANADA

**307-9 Electric Railway Chambers  
WINNIPEG, MAN.**

**Manitoba Distributors  
MANITOBA FARMING AND  
DEVELOPMENT CO., LTD.**  
419 Somerset Building  
WINNIPEG

**Alberta Distributor  
M. D. PEEVER**  
24 Mason & Risch Block  
8th Ave. W.  
CALGARY, ALTA.

GRAY TRACTOR CO. OF CANADA  
307-9 Elec. Ry. Chambers,  
Winnipeg, Man.

Please send me full information regarding the Gray Tractor Agency.

Name.....

P.O.....

Province.....



## Brandon Tractor Plowing Demonstration

The Provincial Exhibition at Brandon, Man., will open on Monday, July 22, and will continue until Friday night, July 26. This great annual event has always been an important one in the eyes of the implement industry, for at no Canadian fair is there seen so complete and varied a display of farm machinery, tractors and farm equipment as is annually on display on the Brandon fair grounds, which for location and space are the best in the Dominion.

The display of livestock, dairy and farm produce of all kinds, horticultural exhibits and displays by commercial concerns, are always such as to ensure a crowded attendance at this great annual event. This year a high-grade series of amusements have been engaged, while the platform and track events will be of a high order of merit. Were any dealer asked what feature he found of greatest interest at the 1917 Pro-

vincial Fair, he would without doubt answer—"the tractor demonstration."

At last year's light tractor plowing demonstration—the second annual event of the kind to be held in Western Canada, over thirty tractors were entered. The Brandon Fair Board are to be commended for again staging this event in order to give publicity to the light tractor as a means of cheapening the cost of farming, and there is no doubt in the mind of any man who saw the thousands of farmers who crowded the demonstration field daily but that the large sales of light tractors in the West this year has been greatly due to the opportunity afforded the farmer at Brandon to see the machines in operation.

As was the case last year, the light tractor plowing demonstration will result in both the dealer and the prospective customer acquiring the exact information

which they desire about tractors and plows, and the adaptability of mechanical power to farm operations. Such demonstrations offer a splendid means of obtaining first-hand practical insight into the possibilities of tractor power.

Durability, simplicity of construction, and accessibility of working parts are exceedingly important considerations in the choice of a tractor, and one of the most valuable features of the tractor demonstrations is the opportunity they afford for studying the details of mechanical make up and making comparisons of the arrangements of parts as found in the different makes of machines.

In reality the demonstration will be a three days' short course in power plowing, and the instruction will be given by the method which has proved most effective in teaching so many agricultural subjects.

### Many Entries Expected

There should be a very large entry list of tractors and plows at the 1918 tractor demonstration. Owing to the fact that there are now many new types of light tractors being used in Western Canadian territory, following the removal of duty from tractors with a value of \$1,400 f.o.b. factory, the entries should be far greater than was the case in 1917. A large proportion of the concerns who specialize in the production of light tractor plows should be on hand with their models, and we feel sure that many United States tractor and plow firms will send machines to Brandon for the demonstration. Such a step is most profitable from the manufacturers and distributors' standpoint, as it affords prospective tractor purchasers from all over the Canadian West an opportunity to see the work done by the machines and to form their conclusions regarding the different types demonstrated. While manufacturers are now in a position when it is a hard matter to meet the demand, it is safe to say that a demonstration of the machine at Brandon is one of the best methods of publicity possible.

The rules and conditions in connection with the 1918 demonstration are very simple. They are as follows:

#### Rules and Conditions

1. The Demonstration shall take place on July 23rd, 24th and 25th, 1918, and will be held from 10 a.m. to 12 o'clock noon each day.
2. Each entrant must be ready to start at 10 a.m., otherwise he will not be allowed to demonstrate on that particular day.
3. No Tractor can be entered that pulls more than five plows, but any make of plow may be pulled. All shares must be 14 inch. The condition of the soil makes the use of general purpose

mould boards preferable. All the plowing must be done at a uniform depth of five inches.

4. No concern can demonstrate more than two Tractors on one day, although more than two Tractors may be entered by one firm, providing they are all of different types and sizes, and provided they conform to Rule No. 3. For example, one firm enters three Tractors known as 1, 2, and 3. 1 and 2 can be demonstrated one day; 1 and 3 the next day, and 2 and 3 the next day.

5. Tractors must not travel at a rate of speed that is more than 10 per cent of the advertised catalog speed in miles per hour. During the demonstration, however, any Tractor may make as many stops as it sees fit, providing that one round be plowed by each Tractor during the two-hour demonstration period.

6. All entries must be in the hands of the Secretary of the Provincial Exhibition of Brandon, Man., accompanied by the entrance fee, not later than July 1st, 1918. Positively no entries will be accepted after that date, and no Tractor will be considered as entered or as having any rights on the demonstration field that has not signed the entry blank, or for which entrance fees have not been paid prior to July 1st, 1918.

7. Each entrant must supply his own plows, fuel, lubricating oils, and the necessary help to operate his tractor sufficiently. Water will be supplied on the demonstration field by the Fair Association. Each Tractor must display a sign, which sign shall be securely attached to the Tractor and to remain upon the Tractor throughout the three days of the demonstration. Upon this sign must be printed in good, clear, readable type the rated draw bar horsepower of the Tractor, its rated brake horsepower, the kind of fuel it is burning, and its retail selling price in Canada. Each Tractor shall also be provided with a suitable device so that the fuel tank may be sealed. This device shall consist of a ring soldered into the fuel cap, and a ring soldered to the tank so that a suitable seal may be made use of. Entrants will see to it that all Tractors entered are properly equipped in this way before bringing their Tractors to the demonstration field.

8. A plot on the demonstration field will be allotted to each Tractor of a size proportionate to the size of the Tractor, and any part of this plot that remains unplowed at the close of the demonstration, must be plowed by the firm occupying it before removing the machine from the field.

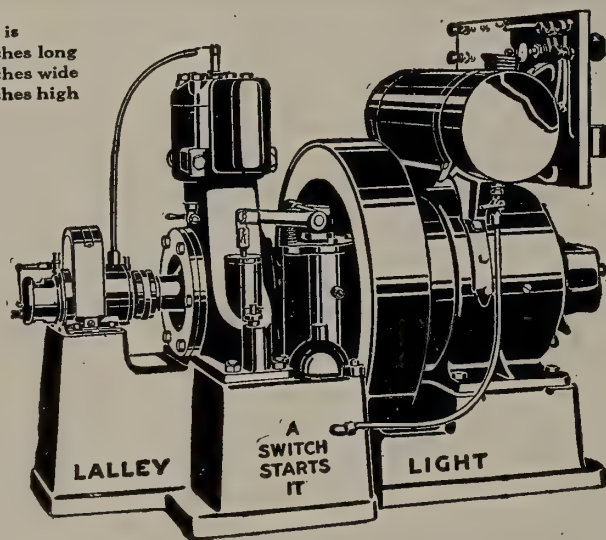
9. An entrance fee of Ten Dollars will be charged for each Tractor entered.

10. The demonstration will be conducted wholly and solely as such, and will not in any way be in the nature of a contest. No awards or medals of any kind whatsoever will be given, and each entrant in signing the entry blank expressly agrees that he will make no comparative statements of the other Tractors entered as regards the amount of work that was done in a given time, the amount of fuel that was burned, or any other statement that would tend to lead the general public to believe that the demonstration was in any way in the nature of a contest, or that any official awards or statements were made, either by the Fair Board or those in charge of the demonstration.

11. The Demonstration will be in charge of a Superintendent, who will have full control of the plowing field. He will be on the demonstration field at all times during the demonstration days, and will have full power to handle the entire demonstration. No deviation from any of these rules can be made without his consent.

12. At the close of the demonstration each day, the Tractors may be brought back to the Fair Grounds, provided exhibition space has been arranged beforehand. It must be understood that no Tractor not on the plowing field ready to start at 10 a.m. can demonstrate on that particular day, nor can any Tractor leave the demonstration field before 12.15 p.m.

Plant is  
27 inches long  
14 inches wide  
21 inches high



## Six Years In Use

**L**ALLEY-LIGHT has been in actual farm use for six years.

That removes it far from all thought of experiment.

Hundreds of farmers know it is reliable and safe and low cost to run.

They know its light is

bright and steady and unfailing.

We will give you a free demonstration of Lalley-Light on your farm any time. Call for the book of owners' testimonials.

*We have a most attractive Dealers' Proposition*

*Write for full Particulars*

# LALLEY-LIGHT

THE BALL-BEARING ELECTRIC LIGHT PLANT

## WESTERN CANADA MOTOR CAR CO. LTD.

263 Edmonton Street

Winnipeg, Man.

Distributors for Manitoba and Saskatchewan



A field has been secured to the East of the Fair Grounds and within easy distance of same. The soil is stated to be in such condition that good work will be possible, and the ground is level and first rate for the purposes of a plowing demonstration. Interested firms can obtain further information and entry forms from W. I. Smale, secretary of the Third Light Tractor Plowing Demonstration, Brandon, Man., or from the Superintendent of the Demonstration, E. W. Hamilton, Stovel Building, Winnipeg, Man. Do not forget that all entries must be made not later than July 1st, 1918.

#### Christiansen Firm in New Quarters

Christiansen Implements, Ltd., manufacturers of the well known line of plow packer and harrow attachments and automatic shockers have removed their factory and warehouse to their new premises in Owena Street, Winnipeg. On the ground floor in front the offices of the company will be located, and behind in the large factory space the machinery will be arranged. In the rear of the machine floor, assembly space is provided, while a large basement will be used as a stock room and paint shop. Their new premises will give Christiansen Implements trackage facilities and greatly increased manufacturing space. Manager W. J. Jones reports the demand for the Christiansen line as exceptionally good.

#### Higher Twine Prices in Great Britain

In Great Britain the Ministry of Munitions, in co-operation with the Food Production Department, have authorized an increase in price of binder twine to farmers, amounting to from \$27.60 to \$28.80 per hundred weight (112 lbs.) net cash. This advance is to cover increased costs of manufacture and distribution and came in force on March 15th. The price would, therefore, work out at from 24¾ to 26⅞ cents per pound and applies to twine delivered to the farmer's nearest station or taken from merchants' or dealers' stores in any quantity. Farmers who have already ordered their twine supplies will have the advantage of the old prices. It is expected that, owing to the steady increase in manufacturing costs a further advance in twine prices in the United Kingdom may be expected.

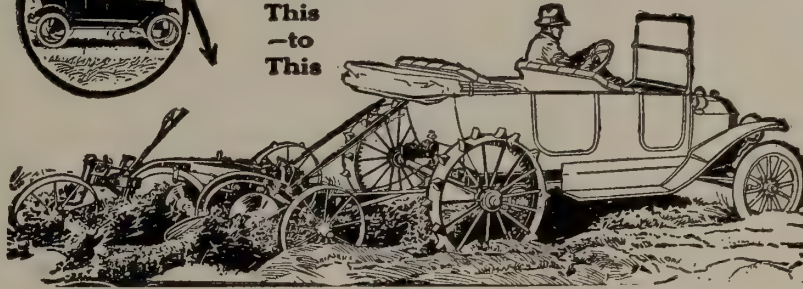
Gold fields and oil fields will now please retire to the rear to make room for wheat fields.

# Dealers!

## Save Money For Your Customers— Make It For Yourselves—



20 Minutes  
from  
This  
—to  
This



### BY SELLING STAUDE Mak-a-Tractor

A Tried and Proven tractor attachment for Ford Cars. Soon ready for Chevrolets, Maxwells, Overlands and Studebakers.

### Cost Complete only \$295 F.O.B. Winnipeg

Solves the problem of that extra four horse team to get in the acreage you aim to crop this year, and to do summer fallowing and breaking for next year.

The Government and the Press are asking you to produce more—the Staupe Mak-a-Tractor helps you to do it. Simply use your Ford car which would otherwise be idle when you are working. Your boy or girl will enjoy plowing with the Staupe, and it positively won't damage your car.

Construction simple and efficient

Change from Car to Tractor or back again made in twenty minutes easily.

Does the work of Four Big Horses and does it continuously. Put in long hours if you want to, the Staupe does not get tired.

More horses mean more chores. With the Staupe you ride in comfort all day and then fifteen minutes will suffice to look over the car and see that everything is ready for the next day. Costs nothing when not in use.

No rigid attachment. No strain

on the car. The tractor pushes the car by the brackets to the rear axle. The tractor wheels draw the load. The Ford pulls nothing. Simply delivers the power to the rim of the big wheels.

The Staupe is equipped with proper cooling devices so that overheating does not occur. The water pump, spring fan arm, special fan, pulley and new Radiator make the Ford better than ever. Does not alter the appearance of the car. Can furnish either 1917 or old model Radiators.

## Guaranteed to do the Work of Four Horses Costs Less than Two

### READ THESE LETTERS

Western Canada Auto Tractor Company,  
Moose Jaw, Sask.

Last year I summerfallowed 140 acres with my Staupe Mak-a-Tractor. This was in good heavy Soo Line land, and included several spots that had become quite soddy and hard from being too wet.

I did all this work myself, and was able to do a good thorough job, and by putting in long hours I did this in about the same number of days that it took my two five horse outfits to plow about the same number of acres in the same field.

This was done at a cost of about \$1.00 per acre for gasoline and oil. I am going to use the same outfit again this year. This car is a 1916-17 car and has run several thousand miles on the road altogether before I took it to the garage at Drinkwater this winter, which I did more with the idea of having it examined than repaired.

March 2, 1918

(Signed) J. R. MILLER,  
Drinkwater, Sask.

I wish to state that I have examined the above-mentioned car for Mr. J. R. Miller, and found really nothing more than would be expected from the road use alone. I took the differential apart and found there was practically no wear at all except that the diff. thrust washers were slightly worn, the left one slightly more than the other. I replaced both of these, though the condition of either one did not make it strictly necessary.

(Signed) M. D. HUNTER,  
Drinkwater, Sask.

I have done everything on a half section for one season with the Staupe Mak-a-Tractor, and will continue to use it in 1918. It is reasonable to operate, in heavy summerfallow 67c. an acre; light plowing 57c. Hauling less than on the road. Repairs are less than when running on the road. I can prove this.

Tate, Sask., February 10, 1918.

ROY GRAHAM.

I used a Staupe Mak-a-Tractor with my seven year old Ford throughout my summerfallow work this year. I plowed about seventy acres. I am well satisfied with the work it did. I was always able to do more work in a day than my five horse team, although I never tried to make any record with my machine. The best I have done is twenty-six miles in an ordinary day.

Caron, Sask., July 31, 1917.

A. S. HURLBURT.

Campbell Bros., Assiniboia, Sask.

The Staupe Tractor that I bought from you is satisfactory in every way. I have used it on a 14 inch breaker and it did fine work, and had plenty of power. I find that I can do farm work at less expense with the Staupe Tractor than any other Tractor made.

I would rather drive a Staupe Tractor than horses, and I can do more work in a day or a week, or a year than any four horses can do. I do not think it is any harder on the Ford car to use it in the field as a tractor than using it on the road as a touring car.

Feb. 21, 1918.

ROGER AVERY, Assiniboia, Sask.

Rosthern, Sask., Jan 31, 1918.

I have only used the Staupe for harvesting yet, cutting with an 8-foot binder 240 acres of crop at the rate of 20 to 30 acres per day. I think it is a very handy tractor on the farm. I will use it for everything in the spring. There are three neighbors here that each want to buy for the spring.

HENRY A. FRIESEN.

### SEND YOUR ORDER IN TO-DAY

## Western Canada Auto Tractor Co., Ltd.

Moose Jaw

Sask.

C.F.I

Western Canada Auto-Tractor Co., Ltd., Moose Jaw.

Dear Sirs: Please send me at once full details of your proposition.

Name .....

Town ..... Prov. ....

Dealer in .....cars

Farmer owning .....acres



### The Earning Power of the Machine

In selling farm equipment this year the dealer should make the farmers' profits a large factor in all sales talk. He is not interested so much in how an implement is built as in what it will do for him. The knowledge of what the machines you sell will do for the customer—their possibilities in aiding him make more money—was never so important as to-day.

You cannot place too much emphasis on the fact that the value of any implement is measured not by the first cost, but, rather, by what service it will perform, what profit it will make, what time and labor it will save. Right now this argument will receive unusual consideration by the prospective purchaser because of conditions on the farm brought about by the war. A shortage of farm help, together with the highest prices for farm products in our history, is an unprecedented condition, which, if the farmer be properly reminded of it by the salesman, will prompt him not to haggle long about price. He already has money, it is true, but not so much that he doesn't want to be shown how to make more, and he wants to make it as easily as possible. He is no exception to the general rule of mankind in that respect.

When the demand for the class of tool is created, when the customer is in the buying mood, then you can get right down to business in discussing individual points of merit in the construction of a machine.

### Getting New Customers

Advertising may produce comparatively few inquiries, it may result in comparatively few orders, yet if in the long run it enables the manufacturer or wholesaler to make new and permanent connections of a profitable character it may have been of the utmost importance and of vital bearings on his progress.

It is perhaps true that in the sale of goods to the consumer, especially items which are not regularly used, the advertising must "pay its way" and on the face of the returns show a profit on the investment. But the average trade advertiser is usually looking for new customers who are going to be on his books right along. Getting in touch with a single new buyer of importance may be worth all that he spends for advertising in a year. Every prominent concern in the farm machinery industry has proven that consistent advertising



**CANADIAN FARM IMPLEMENTS**

THE OFFICIAL ORGAN OF THE  
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION  
AND  
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

---

A MONTHLY NEWSPAPER  
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF  
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

---

Established in 1904 and Published Monthly by  
**Canadian Farm Implements, Limited**  
STOVEL BUILDING WINNIPEG, CANADA

#### SUBSCRIPTIONS

\$1.00 per year in Canada: Foreign \$1.25 per year

Single Copies, Ten Cents

#### ADVERTISING

##### RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

#### CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association  
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, MAY, 1918

is an essential investment, and one that pays a handsome dividend when the increased business due to publicity is analyzed. In these days competition is too keen for spasmodic advertising. The single ad. is too easily overlooked; steady publicity is the kind that brings results.

### Town Improvement

Every store has a distinct personality, and so has every town. Many storekeepers who are engaged in business with attractive and up-to-date establishments, have them in towns which are lacking in civic spirit. It does not give the homeseeker or the tourist a favorable impression of a town to look through the windows of the cars and see a vista of dilapidated buildings, ill-kept streets, feed and livery stables plastered with ancient posters and various rubbish heaps on every hand.

The alert retailer who is imbued with the proper spirit is always a booster for better town-planning. At least around the depot it pays a town to make the surroundings look attractive and clean. This fact is recognized by many towns which take pains to make little artistic spots near the station and along the main streets. A few trees and shrubs would make a mighty difference around the railway stations in many a western town and village. The expense of this town improvement is not

great, and it pays the townspeople in the end. A vista of empty tins and rubbish are a poor advertisement for any community. Such town improvement largely depends upon the attitude of the merchants and business men who are in that town. A little civic pride in this connection is a good thing for any merchant to take. How does the front door of your town look to the incomer or the passer-by?

### What Does a Prospect Cost?

Did you ever figure up how much it costs you to get a prospect? To do so, keep track of your canvass for a month. At the end of the month go over the list of people you have called on and sift it down until you arrive at the minimum number whom you can be sure of selling to. Then figure up the number of days you drove altogether during the month at so much a day for your time and expenses and see how much it works out, to each good prospect. On top of that you can safely add \$1.50 for what it costs you in postage stamps and advertising matter and time to follow each of these prospects up for you. Then when you get the final figure per prospect just take a few moments and consider whether it is good policy to go to that expense and then let some other agent reap the benefit for want of the proper following up on your part.

### Credit Restriction

The development and growth of business in recent years has been brought about by the application of system and efficiency. The haphazard credit methods of the old days must be discarded, and the modern dealer increasingly feels that credit is becoming a mighty strict feature in the implement industry. It was essential that an intelligent system be adopted in relation to the granting of credit, and the credit manager is an important factor. He expects more and more co-operation on the part of the credit seeker; property statements are submitted by merchants to wholesalers or jobbers from whom the dealer desires accommodation and generally credit is supervised as it never was in the easygoing days of the past.

The most logical way to avoid the trouble incidental to credit business is to restrict credit as far as possible. In the United States great strides have been made in the use of Trade Acceptances and shorter terms of settlement. Dealers in that country have benefited greatly by the inauguration of this system. Here in Canada, with unequalled prices for farm products, and with financial conditions in a very satisfactory condition, if dealers could get and give better settlements the result would be better business for all. It may be argued that credit cannot be restricted further than is now the case, yet on every side the dealer will note that money always seems available when it is a case of sending an order to the mail order house, or if the payment on a new automobile must be met. In this business we suffer from the "hang over" of the easy terms that were in vogue in the early days when cash was less plentiful with the farmer. Those days have largely gone — and with them we should discard the easy credit system that was a detriment to both giver and receiver in the vast majority of cases.

### The Farmer Pays Less for Equipment

Statistics furnished by the U.S. Government show that with the exception of binder twine and rope every article handled by farm machinery dealers cost the farmer relatively less in 1917 than in 1914. This because in every case a larger quantity could be purchased with a given amount of farm products. Of course, we all know why binder twine and rope were relatively dearer. The Mexican sisal fiber monopoly has arbitrarily advanced the price of fiber to an excessive figure.



The advance in the price of binder twine from 1914 to 1917 was 106 per cent. In 1914 the proceeds of the average acre were equal to 155 pounds of twine, while in 1917 they were equal to only 144 pounds.

### Why Advertise in War Times?

A machine manufacturer who is at present devoting practically all his plant to government work unlike many manufacturers has adopted the unusual procedure of doing rather more advertising than ever he did. If anything he is spending more effort in getting out the right kind of "copy" than he did when he was supplying goods to meet the demand from the trade. A friend recently enquired the reason for adopting such a system, and the manufacturer's answer is worth some contemplation by other firms similarly situated. He said:

"We don't want to be forgotten by any of our good customers," he said. "We haven't a great deal to offer at present, and are not in a position to solicit new business in volume, but we know that conditions at present are abnormal. If we wait for normal times to return before we do any advertising, we will have lost a lot of ground, and will have a great deal of impetus to restore to our sales work. Inasmuch as our salesmen are not on the road at present, and we are not reminding our customers through them of our business and facilities, it is all the more important to talk to the trade by means of the printed word in trade journals."

### From a Factory Viewpoint

It is with fear and trembling that we invade the domain of the machinery manufacturer, yet it seems evident that in at least some Canadian factories a change might be suggested as regards the systems in vogue. After many years' experience in machine shop production, we would not advocate a return to the conditions surrounding the early stages of manufacturing, when the whole office force was under the Old Man's hat and all records were carried in his vest pocket; nor is it our purpose to minimize the able work of many gentlemen who are making a business of "production engineering" and systematizing manufacturing operations. What is greatly needed at present in many, both large and small establishments, is a "systematic simplifier," or a "deduction engineer" to eliminate red tape and

deduct from the office staff till the producing element cannot only carry the load, but also show a profit at the end of the year. What the manufacturing industries in the farm machinery line need to-day is not so much more system as more sense—good, old-fashioned common sense that tends to reduce in number the non-productive units.

### Elected a Director of his Company

At the recent annual meeting of the Canadian Fairbanks-Morse Company, C. J. Brittain, western Canadian manager of the organization, was elected a director of the company. Mr. Brittain was born in Liverpool, England, some forty years ago, and as a boy



C. J. BRITTAIN,  
Western Canadian Manager, Canadian  
Fairbanks-Morse Co.

came to Canada, where he attended public school and college in the eastern provinces.

After completing his education he started his business career with the J. Morrison Brass Manufacturing Co., of Toronto, gaining much valuable knowledge of the factory and accounting side of the business. In 1901 he was appointed a travelling salesman for the Fairbanks Company, whose Montreal office was then the only Canadian branch of the organization. For the Fairbanks Company he covered territory extending from Fort William to the Atlantic coast, rapidly gaining an enviable reputation as a salesman. Such was his success that, in December, 1903, Mr. Brittain was chosen to open a Toronto branch for the company, having charge of all Ontario business from this branch.

The rapid development of the company necessitated the opening of a western Canadian branch house, and Mr. Brittain was the

man selected for this important position. In 1910 he was appointed western Canadian manager, with headquarters at Winnipeg. Some idea of the remarkable growth of the Canadian Fairbanks-Morse Company in Western Canadian territory is given when we consider that, in less than eight years, under the capable management of Mr. Brittain, branches of the company have been opened in Saskatoon, Calgary and Edmonton. His many friends in the farm implement industry will be pleased to hear of the recent election of Mr. Brittain to the post of director in the organization, whose remarkable development in the Canadian West has been largely due to the marked executive ability and capable supervision of C. J. Brittain, western general manager.

### U.S. Dealer's Association Criticizes Repair Situation

At a meeting of the executive of the Western Retail Implement and Vehicle Association, held in Kansas City, recently, the board passed a strong resolution on the question of tractor repairs.

It was stated that there is a growing tendency among the tractor manufacturers to ignore the local dealer by not granting a discount on repairs ordered by him, if perchance he fails to hold a contract with the manufacturer at the time the order is placed. This was considered a very arbitrary and unbusinesslike ruling, as in most instances the repair parts are for tractors sold by the dealer and the user or customer naturally expects and necessarily must receive service and attention from the local dealer at hand, as the success of the tractor in the hands of the user depends very largely upon the degree of helpful service rendered by the dealer who is on the ground to assist and advise. "Why he should continue," said the resolution, "to render such service to the manufacturer and user alike, without any compensation, can not be explained by any known business principle and we insist that the established commission be allowed on all orders for tractor repairs placed by dealers."

The policy of c.o.d. shipment of tractor parts to established dealers holding contracts was held to be unwarranted and not in line with established business ethics. It was the opinion of the dealers that these features in tractor repair supply in the U.S. will always be a source of friction and contention between manufacturer and dealer.

### Personal

H. Minhinnick is the name of a new automobile dealer at Esterhazy.

Mack & Rands, dealers at Enderby, B.C., have dissolved partnership.

J. A. Virtue has sold out his garage and automobile business at Macleod.

H. Van Moll, a harness dealer at Swan Lake, has sold out to A. E. Ottley.

R. C. Tombs is the name that graces the front of a new harness shop at Webb.

J. W. Thompson, a harness dealer at Wawanesa, has discontinued business.

D. G. Macdonald is the name of a new implement dealer in the town of Morse.

W. Hyde, a dealer at Hatton, has sold out to a firm named Wilson & Saxsmith.

F. T. Jamieson & Son, Melfort, have given up the Massey-Harris agency in that town.

Livingston & Pilling are a new firm of automobile agents doing business in Lethbridge.

A. L. Borrows has commenced a garage and implement business in the town of Hanna.

A. R. Ronald is a manufacturers' agent who recently started operations in Winnipeg.

A new concern recently organized at Winnipeg is the Canadian Never-Break Trace Co.

A. Ripley has bought out the automobile business at Arcola, formerly carried on by A. Carr.

G. Schulz, an automobile dealer at Prelate, has sold out to the Pioneer Garage Co. in that town.

W. V. McTaggart, Gadsby, recently sold out his implement business at that point in Alberta.

George Husband, an automobile dealer at Dollard, has sold out to a firm named Borsk & Wigg.

Rhodes & Bathurst, implement dealers at Dinton, are a newly started business in that village.

H. L. Cousins has bought out the automobile business at Dummer formerly owned by Phillips & Isaacs.

The Security Lightning Control Co. is a new lightning protector firm recently incorporated at Regina.

W. J. Martin, general manager of the Canadian North-Western Steel Co., Vancouver, died recently.

Willets & Potter, implement dealers at Manyberries, have dissolved partnership in their busi-



ness at that centre. Mr. Willets now has sole control of the business.

J. J. Klassen, a dealer at Rosthern, has changed the sign over his warehouse to read Klassen Bros.

The Emerson Manfg. Co. is a new concern recently incorporated in Winnipeg to manufacture grain cleaners.

H. F. Anderson, manager of the Tudhope Anderson Co., Winnipeg, was a recent business visitor to Saskatoon.

Larson & Ostrum, dealers at Burdett, have commenced the erection of a large warehouse at the rear of their store.

Steele Smith, at Burdett, has taken over the garage and auto accessory business recently controlled by A. Waddell.

The Noble Foundation, at Nobleford, are now carrying a full line of farm implements in addition to their general lines.

The Canadian Motor Sales Co. have opened a branch in Saskatoon, while in the same city the Dominion Garage has been closed.

Q. Pettigrew is the name of a

new implement dealer at Lumsden. We wish Mr. Pettigrew every success in his business at that point.

J. F. McKew, implement and automobile dealer at Piapot, has taken a partner into the business. The firm's name now reads McKew & Harper.

Curry, Mitchell & Brandon are the names embodied in a new partnership formed at Macoun. The firm will handle automobiles and farm machinery.

Dubey & Harkin, implement dealers at Fillmore and Osage, have dissolved partnership in their business at these towns. Mr. Dubey continues.

On April 11 the Central Garage, at Lomond, owned by Jack Bowers, was burned. The stock of engines, farm machinery and oils was a complete loss.

R. J. Baldry, the implement dealer at Coaldale, is very busy these days. He says that it's not a case of selling but of getting the goods to fill his orders.

Ed. Rooney, the Estevan dealer, has secured the local agency for Maytag washers, and is carrying on a live advertising cam-

paign for these labor-savers for the housewife.

Alex Lang, formerly with the Gould Shapley & Muir Co. at Portage la Prairie, is now connected with the Winnipeg branch of the Massey-Harris Company.

Roger & Smith, automobile dealers at Gull Lake, have opened a branch business at Tompkins to take care of their steadily increasing business in that territory.

H. W. Whitaker, manager of the Winnipeg branch of the Massey-Harris Company, recently spent a couple of weeks at the head office and factory of the company at Toronto.

J. M. McDonald, implement dealer, Grenfell, has formed a partnership with his wife, Margaret McDonald. The business is now carried on under the title of "J. M. McDonald & Co."

W. A. Jones, advertising manager for the La Crosse Tractor Co., La Crosse, Wis., manufacturers of Happy Farmer tractors, is back at his desk after a stiff bout with pneumonia.

Christiansen Implements, Ltd., have moved to their new quarters upon Owena Street, Winnipeg. W. J. Jones, manager, reports a very brisk demand for the plow attachments manufactured by the company.

D. S. Carnahan and John McKnight, implement dealers, and Jas. R. Brownlie, all of Virden, have registered partnerships in an implement business in that town. The firm will be known as Carnahan, McKnight & Co.

The Northern Implement Co., Winnipeg, is a new concern who will be distributors for Plowman tractors in Western Canadian territory. These tractors are manufactured by the Interstate Tractor Co. of Waterloo, Iowa.

David Drehmer, manager of the John Deere Plow Co., Winnipeg, has just returned from an extended business trip in the States, during which he spent some time at the head-quarters of Deere & Co., at Moline, Ill.

W. C. Warren, assistant manager of the J. I. Case Plow Works, Minneapolis, recently made a two weeks' trip in Western Canada, where he looked over the conditions with new distributors recently signed up.

N. A. Wiff, vice-president of the Minneapolis Threshing Machine Co., Hopkins, Minn., spent a week in Winnipeg recently at the local branch of the company. Mr. Wiff reports the factories busy, but experiencing difficulty in getting raw materials.

I. J. Haug, manager of the

Canadian Avery Co., Winnipeg, paid a visit to the Avery factories at Peoria, Ill., in the closing days of last month. Mr. Haug was arranging for shipment of Avery tractors and plows to meet the Western Canadian demand.

P. Lund & Son, Coaldale, dealers for the International, have received large stocks of machinery in anticipation of a busy season. In the same town, R. J. Baldry has secured the Cockshutt agency and will carry, in addition, the Deering line, which he handled last year.

W. J. Black, dominion commissioner of agriculture, Ottawa, has just completed a tour of the West and is well pleased with the prospects. He states that in all quarters he has found the farmers ready and anxious to speed up production for war purposes.

McClenaghan & Taylor, Lethbridge, announce that they have taken the selling agency for the Massey-Harris line. They also handle Aultman-Taylor tractors, Garden City feeders, Twin City and Lauson tractors, Stewart Sheaf Loaders and Emerson engine plows.

J. W. Ackland, president and general manager of Messrs. D. Ackland & Son, returned early in April from a four months vacation in California. Mr. Ackland is greatly improved in health and is hard at work taking care of the demand for the many lines handled by his company.

Manley & Slater, Moose Jaw, agents for Ford automobiles, are agents for the Fordson tractors. Arrangements have been made by this company to introduce the Fordson tractor, supply all repairs and have a general supervision of the operation of the tractors in the Moose Jaw district.

C. J. Brittain, Western Canadian manager of the Canadian Fairbanks-Morse Co., recently returned to his desk in Winnipeg after a trip to the branches at Saskatoon, Calgary and Edmonton. Mr. Brittain is optimistic as regards conditions, and looks forward to a record season for his company.

Samuel L. Allen, founder of S. L. Allen & Co., Philadelphia, died recently at Miami, Fla., in his seventy-seventh year. He was known throughout the world as the inventor and designer of the famous Planet Jr. farm and garden implements and often spoken of as the father of garden seeders and cultivators.

We note that P. McGregor,

(Continued on page 24.)



**"ACME"**

First in sales, first in service and first in the esteem of dealers everywhere.

"Acme" Tillage Tools are easy to sell because farmers are coming more and more to understand how "The Coulters Do the Work". They make those smooth, firm, moist seed beds that start the crop with a rush and assure bigger yields.

**"Acme" Pulverizing Harrows**

are used and endorsed by the most successful and progressive farmers from ocean to ocean. They sell at a price every farmer can afford to pay yet yield a nice margin of profit to the dealer.

You owe it to yourself to investigate the sales-building value of the "Acme" line. A postal will bring you full information. Send it today.

**Duane H. Nash Inc., 107 Elm St., Millington, N. J.**

General Agents: **JOHN DEERE PLOW COMPANY** WINNIPEG REGINA  
CALGARY SASKATOON



JOHN DEERE PLOW

COMPANY LIMITED

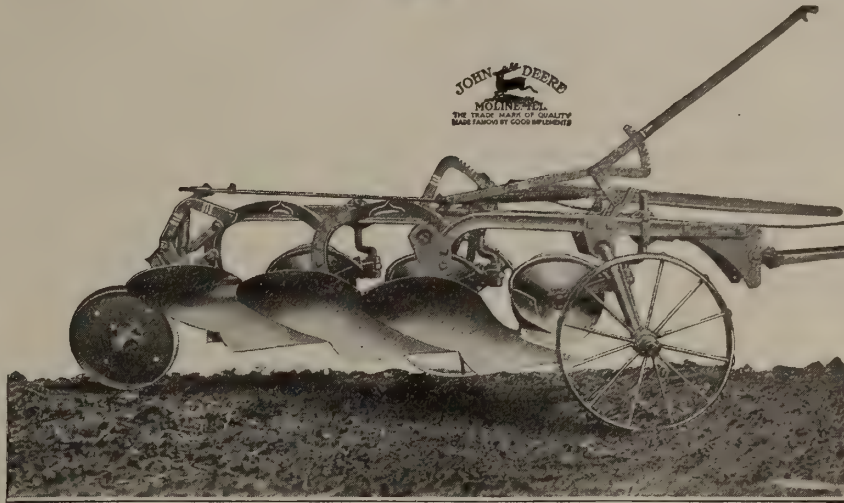
**High and Level Power Lift**

Whether up or down the Bottoms can be kept level

It makes no difference if they are up eight inches for transportation on the road or at work—they still can be kept level

**THIS MEANS GOOD PLOWING**

Furrows of equal depth; no digging into the ground or clogging with trash

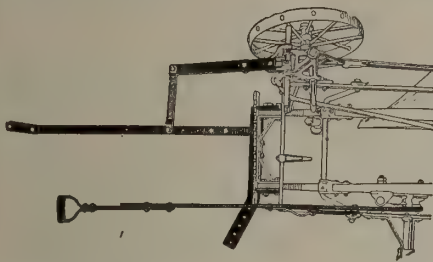


Nos. 5 and 6 John Deere Pony Tractor Plow; 2, 3 or 4 Bottoms

Simply pull the rope to raise or lower the Bottoms. The Tractor does the rest.

John Deere Quick Detachable Shares save 80 per cent time in changing shares. Time is money these days.

Remember Eight inches clearance between ground and plow bottoms.

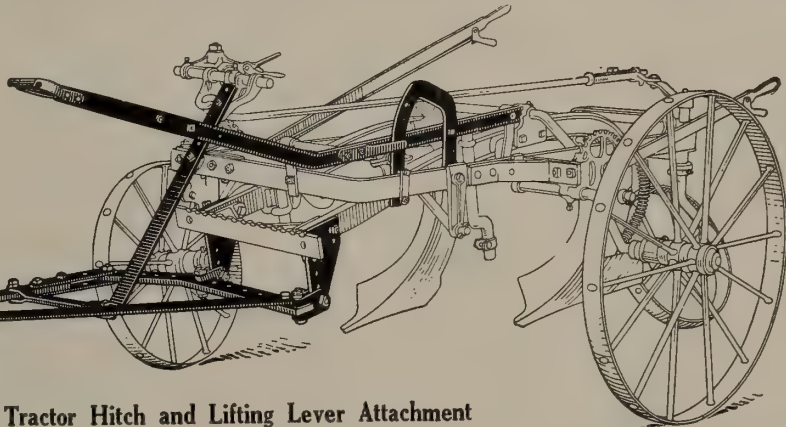


Shaded Lines show Attachment

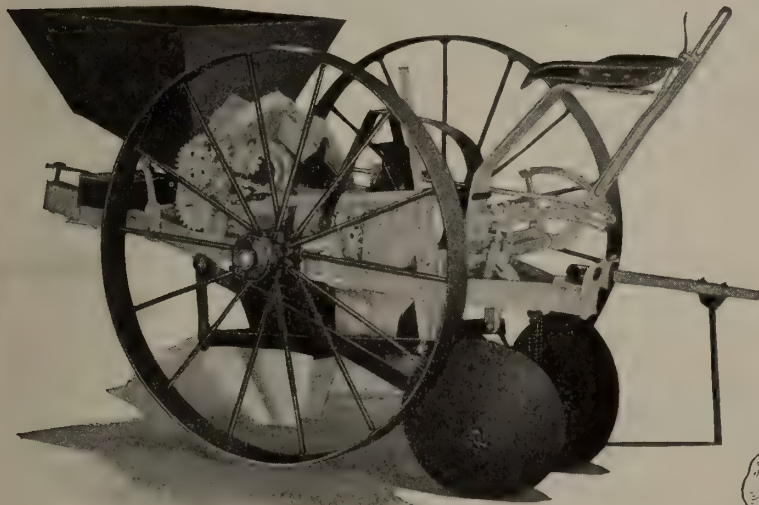
This is what your customers are looking for to use with a small 8 or 10 H. P. Tractor

that will handle about two 12-inch or two 14-inch bottoms in breaking or stubble. As compared with a regular Pony Tractor plow it is inexpensive and can be attached to any New Deere Gang Plow, new or second-hand, 12, 13, or 14-inch. There is good money in this attachment.

The John Deere Small Tractor Hitch and Lifting Lever Attachment



Perfect Control. A One-Man Outfit Operated from Engine.

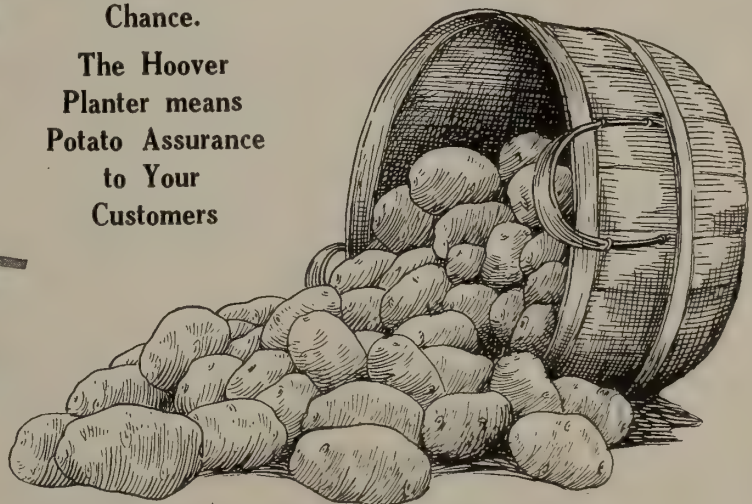


Hoover 99 per cent Accurate Planter

It is a Visible Planter. Operator sees all Planting Operations. He sits behind, not in front. Concave Tired Wheels. Both Wheels Drive. Equipped with Roller Bearings.

Give Nature a Chance.

The Hoover Planter means Potato Assurance to Your Customers



This is the result of using a Hoover Planter

Why pay a fancy price for high class seed potatoes like the above and take a chance on planting them with a low grade planter? Tell the farmer to buy a Hoover and be safe.

**BRANCH HOUSES AT**

Winnipeg, Man.  
Edmonton, Alta.

Regina, Sask.  
Saskatoon, Sask.

Calgary, Alta.  
Lethbridge, Alta.

JOHN DEERE PLOW

COMPANY LIMITED



(Continued from page 22.)

well known to the dealers in Manitoba, has been appointed salesman for Carriage Factories, Limited, in Manitoba territory. He will represent his company for carriages, trailers, harness and blankets. Dealers for Canada Carriage and McLaughlin lines will welcome "Pete's" genial personality as he covers his territory.

J. T. Graham, of the Graham Motor Co., Lethbridge, has taken over the Studebaker agency at Calgary. The Calgary agency is run as a factory branch and is the distributing point for Studebaker cars for that part of province from Red Deer south. E. Ainsworth has taken a half interest in the Graham Motor Co. and will take charge of the company in Lethbridge.

P. J. Grout, the genial manager of the Twin City Separator Co., recently returned from Minneapolis, where he purchased a large shipment of new machinery whereby to increase the capacity of the Twin City factory in Winnipeg. "They keep me at it day and night to fill their orders," said Mr. Grout in referring to his dealers throughout Western Canadian territory.

Owing to a small blaze which started in the implement ware-

house of Jos. McKone, the main part of the town of Vermilion was burned on April 11. The total loss was estimated at \$500,000, about sixty per cent being covered by insurance. Mr. McKone suffered loss to the extent of \$10,000; George Law, automobile dealer, \$8,000, and the Northern Hardware Co., \$25,000.

Charles Henry Delano, senior member of the firm of Chas. H. Delano & Son, publishers of the "Cordage Trade Journal," New York, died suddenly at his home in Brooklyn, April 19th. The decedent and his son, Arthur H. Delano, were the editors of the publication, which was established nearly thirty years ago. Mr. Delano was a noted authority on the cordage trade in all its branches.

During the first week in May E. B. Sawyer, president of the Cushman Motor Works, Lincoln, Neb., paid a visit to the Canadian head-quarters of the company, the Cushman Motor Works of Canada, Winnipeg. Mr. Sawyer reports engine business excellent, with an increased demand from all territories. He states that 1918 is likely to be the biggest season in the history of the company.

E. A. Kemp, sales manager of

the Canadian Fairbanks-Morse Co., Winnipeg, spent a couple of weeks in the States recently. Mr. Kemp visited the Fairbanks-Morse factories at Beloit, the Townsend factory at Janesville, and several large concerns in Illinois. He states that large shipments of Fairbanks-Morse goods are being received, and that no supply difficulties are likely to trouble his department for some months ahead.

A. E. Donovan, manager of the Cushman Motor Works of Canada, recently returned from an extended business trip throughout the West. Mr. Donovan visited Moose Jaw, Calgary, Camrose, Edmonton, Saskatoon and Regina. He says that business was never better. The factories at Lincoln, Neb., are keeping his warerooms full, so that Cushman dealers may be assured of prompt delivery of the various lines handled by the company.

J. A. Thompson, president of the Happy Farmer Tractor Co., Winnipeg, recently returned from a business trip to La Crosse, Wis., and Minneapolis. Mr. Thompson states that the Happy Farmer factories at La Crosse are hard at work turning out machines to meet a phenomenal demand. He has arranged

for steady deliveries to take care of the heavy sales now being made by Happy Farmer dealers throughout Western Canada.

#### U.S. Exports of Repair Parts for Farm Machinery

The U.S. War Trade Board announces that there has been issued, through the postal service, a special export license, No. R. A. C-50, authorizing, until April 15, 1919, the exportation, through the mails, of repair parts for agricultural implements to Great Britain, France, Italy, or Japan, or their colonies, possessions, or protectorates. This will permit shippers to send to the countries indicated, until April 15, 1919, through the mails, such repair parts to agricultural implements without securing individual licenses for the same, as has heretofore been necessary.

This practically makes the trade movement of implement repairs into Canada as free as before the war. Announcement has also been made of the elimination of special licenses in the shipment of tractors to Canada. Binder twine is on the conservation list and therefore cannot be shipped without special license.

#### Tractors Tampered with in Transit

Press dispatches report that shipments of Fordson tractors being received in the Canadian West, have been tampered with. It is stated that not only these tractors but at least two other types had had fuel feed pipes plugged, carburetors broken and other breakages made, which delayed use of the machines. These acts, it is alleged, are the result of attempts to injure production on the part of alien enemies. If so, they have little mechanical knowledge or they could more effectively damage the machines. In the case of the Fordsons, it is stated that the fuel pipes were plugged with tinfoil or solder. There seems a lurking humor in this when we think of a commonly applied cognomen which is appended to the Fordson's relative—the Ford car. Part of the name was "Lizzie."

## MOWER AND BINDER REPAIRS



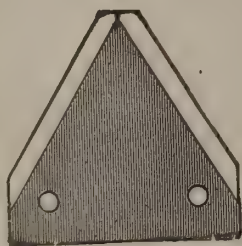
### ORDER EARLY

**Knives, Sections, Guards and Plates  
Binder Canvases, Reel Fans, Etc.**

**Demand This Year Anticipates  
Shortage Later On**

**Let Us Have Your Order for Early Delivery**

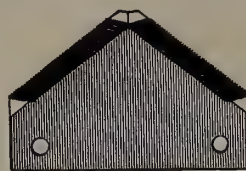
**Ask for Catalogue, Prices and Terms**



**D. ACKLAND & SON LTD.**

Winnipeg, Man.

Calgary, Alta.





**Protection Against Lightning**

Investigations conducted by Canadian agricultural colleges, backed by statistics compiled in the United States, show conclusively that lightning rods, properly installed, furnish ample protection from destruction and loss by lightning. Losses sustained on rodded buildings as compared with unrodded, are practically nil. In the past there has been a feeling against the use of lightning protection systems, due to the fact that many inferior systems were sold—and the farmer remembers these very vividly. There are, however, upon the market absolutely reliable installations which have been proven efficient.

There are greater inducements this year than ever before for dealers to handle a specialty line such as a good line of lightning conductors. Building material is so high in price that many own-

ers who formerly did not consider it necessary to protect their buildings will equip them with lightning rods rather than assume the chance of destruction. Not only is the building itself worth from 50 per cent to 100 per cent more than when originally built, but the contents of a barn, such as live stock, feed, implements, etc., are worth more than ever before in history, so it is highly desirable for owners to throw around them every possible protection.

"Shinn-Flat" lightning conductor, as made by the W. C. Shinn Mfg. Co., Chicago, is one of the best protective systems on the market. It is made of copper strands woven in the form of a flat cable one inch in width. The form in which Shinn-Flat is made presents a greater surface and affords increased cooling efficiency, according to electrical authorities. The makers also state that it has greater strength and is much more effective in controlling an

electrical discharge, because it offers a greater conducting surface. The efficiency of a lightning conductor in preventing a side flash is determined, to a large extent, by its width.

The efficiency of the Shinn-Flat system has been endorsed by the General Electric Co., the U. S. Weather Bureau, Sir Oliver Lodge, the scientist, and many others. Dealers who are interested in this line should write the Cushman Motor Works of Canada, who are "Shinn-Flat" distributors for Canada.

**Lethbridge a Tractor Centre**

For variety of the tractors handled, Lethbridge, Alberta, takes some beating. As well as the International, Sawyer-Massey and other well known lines, in Lethbridge there are the following tractor distributors:—

W. F. Heidel, 4th Avenue, distributes Nilson tractors for Al-

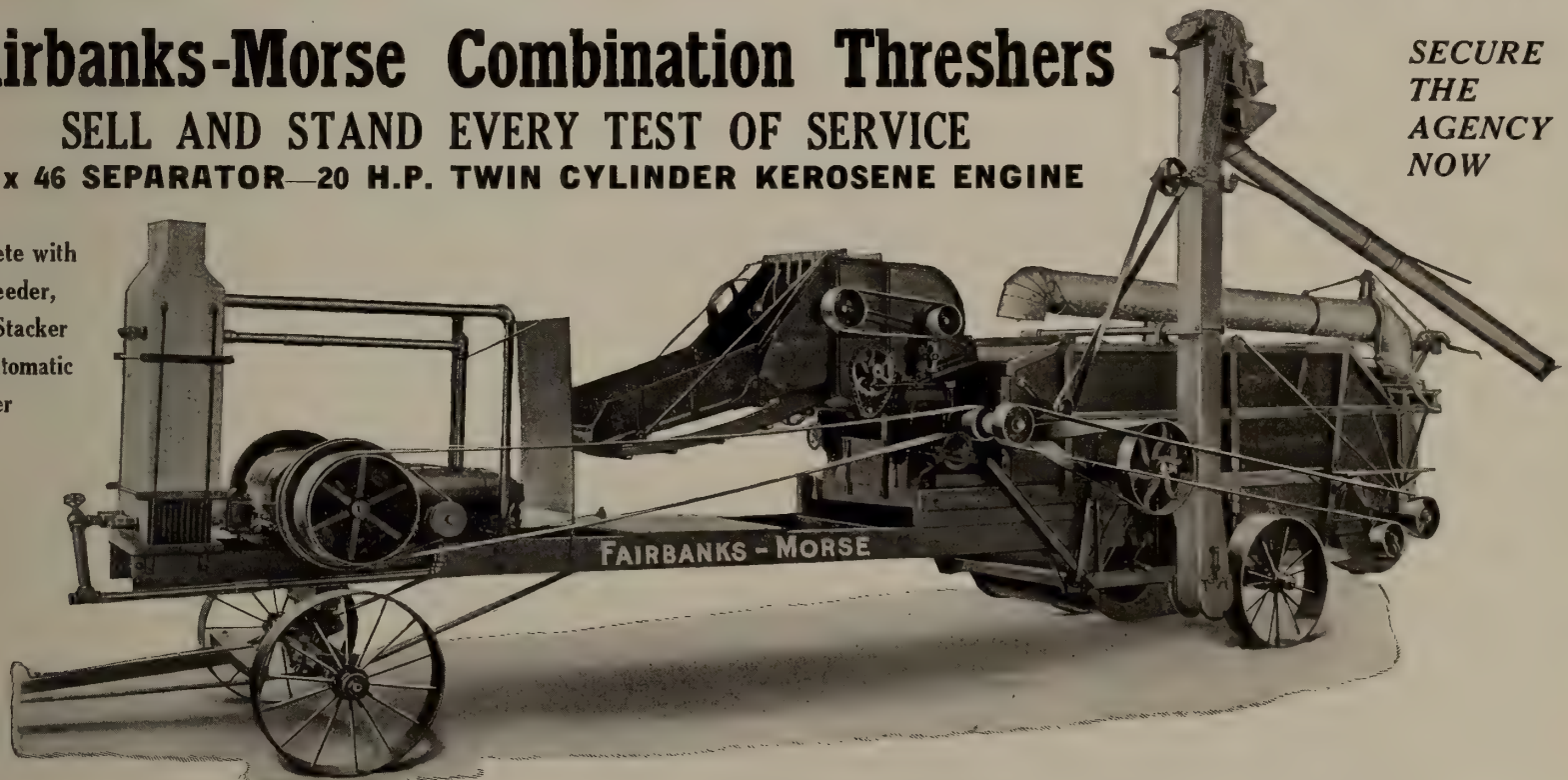
berta territory. McClenaghan & Taylor handle Twin City and Lauson tractors. The Happy-Farmer Tractor Co., in the Sherlock Building, handle both Happy Farmer and Samson tractors. The Superior Supply Co., on Second Avenue, are distributing the Moline Universal, while the McMahon Machine Co. are handling Heider tractors. Add to this Mr. Quinn, who handles the "All-work" in Lethbridge, and there seems little likelihood that southern Alberta will go tractor-less this year.

**Lauson Distributors at Saskatoon**

Walter Gratias, Saskatoon, has wholesale agency for the John Lauson Mfg. Co., of New Holstein, Wis. Mr. Gratias also handles a tractor attachment made by the Convertible Tractor Corporation of St. Paul, and is ready to fill orders.

**THRESHING—WHEN THRESHING SHOULD BE DONE****Fairbanks-Morse Combination Threshers****SELL AND STAND EVERY TEST OF SERVICE****24 x 46 SEPARATOR—20 H.P. TWIN CYLINDER KEROSENE ENGINE**

Complete with  
Self-Feeder,  
Wind-Stacker  
and Automatic  
Register



**SECURE  
THE  
AGENCY  
NOW**

Help shortage will create an unprecedented demand for Fairbanks-Morse outfits this year. For simplicity, correct design and efficient work under all conditions you cannot sell your customers a better combination thresher. The Fairbanks-Morse gets all the grain. Sills of 7-inch channel steel, with 5-inch channel girts, give perfect rigidity. Heavy steel body, double bar cylinder, long bearings and heavy shafting,

every feature that makes for good work and durability is found in our separators.

The 20 H.P. horizontal kerosene engines burn kerosene perfectly. Have Dixie magneto ignition, friction clutch pulley and throttling governor. Force feed lubrication. Easily started and run smoothly under all loads. Wide flexibility of speed range. The cooling system is the best found on any combination outfit.

**DEALERS:  
THE TOWNSEND  
KEROSENE TRACTOR**

develops 12-25 H.P., pulls three plows in stubble; drives a 24-inch separator. The most powerful and dependable light tractor you can sell. Good stock of complete outfits on hand. Write at once for full particulars

**DON'T WAIT UNTIL HARVEST—ASK FOR OUR LIBERAL PROPOSITION**

We guarantee every part—separator, stacker, feeder, register and engine—to give your customers satisfaction. They can thresh at the right time and have a powerful engine for use the year around. We also manufacture 24 x 46 and 20 x 42 separators for light tractor drive. Ask for our new Thresher Catalog, prices and contract.

**The CANADIAN FAIRBANKS-MORSE CO. Limited**  
**SASKATOON WINNIPEG CALGARY**



### Emerson Wild Oat Separators

The removal of wild oats from seed, and the separation of oats from wheat, are problems which have, for years, received the attention of the manufacturers of grain-cleaning machinery. On another page of this issue will be found the announcement of the Emerson Manufacturing Co., of Winnipeg, western Canadian manufacturers of the well known line of Emerson grain separators, as made for years by the W. H. Emerson & Sons Co. of Detroit, Mich., and Windsor, Ont.

This company produce three sizes of grain separators—a wheat tester, a 3-shoe hand power machine, and a 6-shoe power separator. The principle of separation involved in the design of the Emerson separators is of interest to the trade.

The separation is made by the length of the kernel. The riddles in Emerson separators are  $8\frac{1}{2}$  inches wide by 26 inches long, and are made of sections of sheet metal arranged in angular tiers—or a series of short steps in the face of which are provided ports, or holes, which allow the short kernels to pass through. The oats, being longer, cannot follow the short kernels through the double angle construction of the

riddles. The short kernels (wheat, barley or rye) pass through the angles very freely, but the oats cannot follow. The peculiar motion of the riddles lifts the end of the oat up into the little angle, leaving the oat free; then the motion of the riddle forces it out and on up the riddle until it is discharged over the end.

There are three separate shoes side by side hung in an angular position. Each shoe is operated by a cam and works independent of the others. There are three cams on the shaft of the hand machine and the shoe works alternately. Each shoe is held by coil springs; the cam draws the shoe back, and when released the springs force it forward with a quick motion, and the sudden stop acts as a kick and throws the oats on up the riddle.

Each machine is provided with nine of these patent riddles—which comprise 9,945 individual pieces of metal—also three lower screens. Three riddles and one screen are used at a time, making three complete sets which, states the company, are used individually for taking wild oats from wheat or rye, or from barley or durum wheat, also to take cockle or wild pea from wheat or barley.

The grain, after passing through the riddles, drops on the

lower screen, which has an end shake and works on a series of scrubbing bars which prevent it from clogging.

The company report that they sell their cleaners under an absolute guarantee to remove every kernel of wild oats and save every kernel of seed wheat. The same applies to the removal of oats from seed barley, and also cockle from barley. But most interesting is the work done by these machines in separating wild or tame oats from rye for seed. The Emerson cleaner does this in the most remarkable manner, and the manufacturers make a strong guarantee that every kernel of the oats is removed, giving perfect seed rye. The three-shoe machine is very light in draft, while the six-shoe type is easily operated by a one horse-power engine.

Another interesting machine made by this concern is the Emerson wheat tester or kicker. This machine eliminates all guess work in determining the actual amount of dockage in each sample of wheat passed through it. Thousands of elevators all over America use these testers, while they are also used in the majority of mills. A large battery are employed by the U. S. Government Bureau of Grain Standardization at Washington.

plement dealers throughout the West. Interested implement men can communicate with the head office at Winnipeg, or with the Alberta representative of the company, M. D. Peever, 24 Mason and Risch Block, 8th Ave. W., Calgary.

The Gray tractor has many interesting features in its mechanical design. The rear driver is a wide drum 54 inch face and 54 inches in diameter. This gives a large traction surface, while the drum is fitted with spade or cone lugs. The power plant of the Gray tractor is a heavy duty Waukesha 40 H.P. tractor motor,  $4\frac{3}{4} \times 6\frac{3}{4}$ , with cylinders cast in pairs. Extreme accessibility is a feature of the engine. The materials used in construction are of the highest grade. Lubrication is by a positive drive oil pump and automatic splash system. A Bennett carburetor and air cleaner are part of the power equipment. Ignition is by K. W. high tension magneto, equipped with a quick-starting device.

Two speeds forward and one reverse are provided, high giving  $2\frac{1}{2}$  m.p.h. and low 2 m.p.h. Both are direct drives, through spur gearing. The steering gear is of the heavy truck type; frame is of 6-in. channel steel and "I" beam. Transmission is of the selective sliding gear type, with no bevel gears and no differential. All spur gears are machine cut and specially carburized and tempered. In the transmission system, Hyatt heavy duty roller bearings are used throughout, while all transmission gears, shafts and bearings are enclosed in a dust-proof oil bath. Drive is by heavy duty roller chains, enclosed in pressed steel chain casings.

With a weight of 6,200 pounds, the Gray tractor is stated to pull four plows in stubble. The manufacturers report that precision machining and the highest grade stock ensure great durability in their machines. The wide drive drum is said to secure traction under all soil conditions, and carries the weight of the machine without the slightest danger of overpacking the soil.

The cooling system of these tractors is of very sound design—a water pump, large copper cored radiator and fan being provided. For belt work the pulley is 11 inches diameter by 7 inch face, giving a belt speed of 2,600 feet per minute. The power in the Gray tractor is delivered straight from the rear axle, pulling evenly against two heavy coil springs.

Start the drive for hay machinery business now.

### Gray Tractors Enter Western Canadian Field

Gray tractors, 18-36 h.p. machines, manufactured by the Gray Tractor Company, of Minneapolis, Minn., are now being sold in Western Canada by the Gray Tractor Co. of Canada, 307 Electric Railway Chambers, Winnipeg. Of late little effort has been made to supply Gray tractors to the Western Canadian field, as export orders to meet the demand for these tractors in France and South America took practically the whole production of the factories. Now the manufacturing facilities at Minneapolis have been greatly increased, and the Gray organization are in a position to take care of the demand from dealers throughout the Canadian West, and can ensure a steady supply of their product.

Stocks of the Gray tractors are now being carried at Winnipeg and Calgary, also a full line of repairs will be put in so that dealers will be assured prompt service. Representatives will shortly be appointed for distribution in Saskatchewan territory—where a warehouse and stock will be installed. The Gray Tractor Co. of Canada are now addressing their selling proposition to im-

# Nilson

EVERY man who sees a Nilson Tractor wants one. Never has superior tractor merit been so instantly recognized by the farmers of Western Canada.

Wherever the Nilson has been introduced the demand for it has been unprecedented.

Live dealers have been quick to recognize its great selling features.

We are glad to announce that Nilson Tractors and repairs may be had through the following distributors:

**Canadian Nilson Tractor Co., Ltd.**

225 CURRY BLDG., WINNIPEG

(For Manitoba and Saskatchewan)

**M. A. Peacock**

CALGARY

(For Central and Northern Alberta)

**William S. Heidel,**

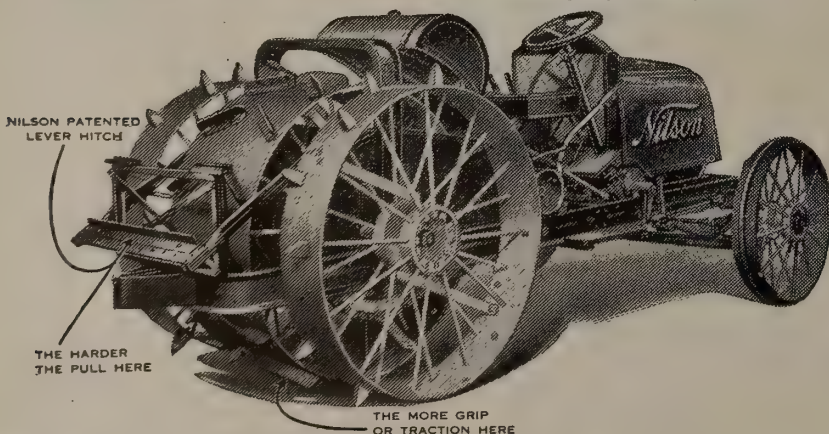
LETHBRIDGE (For Southern Alberta)

WRITE DIRECT TO THEM OR TO

**NILSON TRACTOR COMPANY**

2644 University Ave.

Minneapolis, Minn., U.S.A.





There is a Demand in Your  
Town for  
**Plymouth Twine**

***CAN YOU FILL IT?***

¶ This demand has been built up year after year since the invention of the binder. Plymouth has always been a uniformly good twine, free from knots, weak and uneven places, always the same, year after year.

¶ It binds more grain for less money than others.

¶ Your customers want it.

**PLYMOUTH CORDAGE CO.**  
**WELLAND, CANADA**



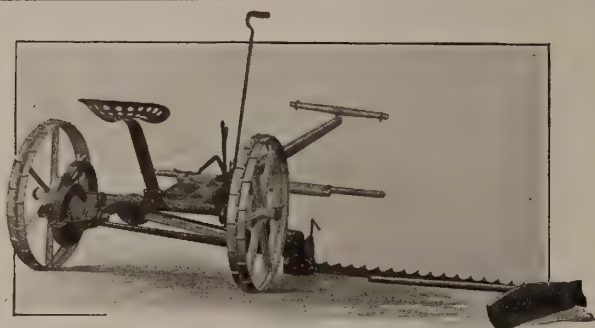
*Canadian Distributing Agencies:*

**W. G. McMAHON**  
(Representing Lindsay Brothers)  
Winnipeg, Man.

**HOBBS HARDWARE CO.**  
Toronto, Ont.







## Speedy Haying—Finest Hay

**GOOD** hay is made in fast time with little help, year after year, on farms equipped with **McCormick** mowers, rakes and tedders, and **International** side-delivery rakes, loaders, etc. **McCormick Mowers, Dump Rakes and Tedders** have been long and favorably known wherever hay is grown. Canadian dealers and farmers are perfectly familiar with these facts.

But there is a big, largely undeveloped opportunity for dealers in the other hay machines of the McCormick line. Every hay grower should become familiar with the construction of the new **International Combined Side-Delivery Rake and Tedder**. This popular, economical machine has two duties in one—it can be instantly adjusted for rake or for tedder. It rakes clean, teds thoroughly, and handles hay gently. It is a left-hand-delivery rake, which means it can follow the mower closely and strike the heads first (not the stems). It does clean work, piling two swaths at once on the clean stubble (not on an unraked swath), which means proper curing. Quickly adjustable to any condition of hay and ground.

**International Windrow Loaders** are built to last. Pulled easily by two horses, they load uniformly, leave the field clean, lift hay over 10 feet, do not thresh off blossoms and leaves.

Hay values are high. **McCormick** and **International** hay tools, which put hay under cover in prime condition four or five hours after cutting, return their price, and more, to owners' pockets. This is an opportunity for the alert dealer. Act early this year! The demand for machines exceeds the supply! Write the nearest branch.

## International Harvester Co. of Canada, Ltd.

### BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.  
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



## Canadian Nilson Tractor Company Formed

Articles of incorporation have been filed at Winnipeg for the Canadian Nilson Tractor Co., a newly organized concern in which the personnel are men with long experience in the machine business. The Winnipeg headquarters of the company will be at 225 Curry Building, and the company will carry stocks of the Nilson tractors in their warehouses at Winnipeg and Regina, distributing these machines in Manitoba and Saskatchewan. The Nilson tractor is already being handled by Mr. F. Heidel, Lethbridge, for Alberta territory. While the Nilson tractor cannot be termed a low priced machine, it has a very good reputation throughout the United States, where many of these machines are now in use in the middle and western States. They are of exceptionally good design, and the plant of the manufacturers, the Nilson Tractor Co., Minneapolis, Minn., is equipped to take care of a large demand. The newly organized company are now receiving tractors and are in a position to allot territory to dealers. Nilson tractors are made in two sizes, which are 16-30 b.h.p. and 24-40 b.h.p.

The 16-30 h.p. Nilson is a 3 or 4-plow tractor, with either one or three optional drive wheels and two steering wheels. Behind there is a centre drive wheel, 50 inches diameter by 18-inch face, flanked on either side by two side-drivers 50 inches diameter by 7-inch face. This gives great traction surface to the machine which is stated to have 3,000 lbs. pull at plowing speed. Two speeds forward are provided,  $2\frac{1}{2}$  and  $4\frac{1}{2}$  miles per hour. The machine is recommended for a 24-inch separator. It has a turning radius of 16 feet and weighs 4,300 lbs.

The engine is a Waukesha 4-

cylinder L-head motor,  $4\frac{1}{4}$  by  $5\frac{3}{4}$ , using either gasoline or kerosene. Lubrication is by the circulating splash system. Except in the motor, the tractor is completely fitted with Hyatt heavy duty roller bearings. Final drive is by roller chain. Two fuel tanks are provided, 5 and 18 gallons—the former for oil. A Bennett air cleaner, K-W high tension ignition, with impulse starter, Kingston carburetor and a Modine radiator, are other features in the Nilson 16-30.

The 24-40 model Nilson handles four or five plows or a 28 to 30-inch separator. It has, like the smaller tractor, three optional drive wheels and gives about 4,000 lbs. pull at plowing speed. Weight is 6,000 lbs. Motor—Waukesha L-head, 4-cylinder vertical,  $4\frac{3}{4}$  x  $6\frac{3}{4}$ . Pulley is 24 x 8 inches running at 320 r.p.m., controlled by motor clutch. The fuel tank is provided with 24 gallons capacity. The 24-40 is 165 inches long, 89 inches wide and 69 inches high, the wheel base being 100 inches. The distributors, the Canadian Nilson Tractor Co., will be glad to supply full particulars regarding territory, prices, etc., to interested dealers throughout Manitoba and Saskatchewan.

## Carriage Builders' Convention

The forty-sixth annual convention and exhibit of the U.S. Carriage Builders' National Association will be held in Cincinnati, Ohio, September 23-28, at the Hotel Gibson. Carriage factories all over the United States are reported to be working at full pressure with an exceptionally heavy demand. It is evident that despite the increase in use of the automobile, the buggy is as live an issue as ever. Full particulars regarding the Carriage Builders' National Association can be obtained from the secretary, H. C. McLear, Mount Vernon, N.Y.

MAX

## Wagon Oil Tank

BUILT TO LAST AND GIVE SATISFACTORY SERVICE

One Piece Construction  
All Seams Welded  
Faucet  
Capped Filler Hole



WRITE TO-DAY FOR FULL PARTICULARS AND PRICES

## Winnipeg Ceiling and Roofing Co., Limited

Makers of Max Stock Troughs, Tank Heaters, Oil Barrels, etc.

P.O. Box 3006 F.I. 218

Winnipeg, Man.



### Hail Insurance Regulations in Saskatchewan

Important regulations relating to the underwriting of hail insurance in Saskatchewan by provincial licenses, will have the effect of awarding the policyholder greater security. Each company must file a weekly report showing the hail insurance business underwritten by it. Fifty per cent of the net premiums must be deposited by the company in an agreed upon chartered bank, to the credit of the Superintendent of Insurance in trust, and when it is shown that the company requires a portion of this deposit for the payment of loss claims, the superintendent may release such portion of the deposit as he may consider necessary for this purpose. When the superintendent is satisfied that all the company's liability under its hail insurance contracts has been discharged, the deposit or balance thereof shall be released to the company.

### Twine Production Depends Upon Sisal

From a scrutiny of the situation it is evident that there is little likelihood that foreign grown fibers for the production of binder twine will be reduced in price in the future.

The price of Yucatan sisal, which has heretofore been the raw material of at least 85 per cent of the American output of binder twine, has stood for some time around 19 cents a pound. This price, it is true, is excessively high. It is also true that it is an arbitrary price fixed by a monopoly, but it is a foreign monopoly, and if the U.S. government has

the power to interfere with its operations, it has not yet exercised it; on the contrary, it has practically approved this price.

The price of manila fiber, the only other fiber suitable for binder twine produced in sufficient quantity to be a serious competitor of sisal for binder twine purposes, has been above the price of sisal, but for quite another set of reasons—the abnormal demand for manila cordage and the increasing scarcity and high price of tonnage for the long haul from the Philippine Islands to the United States.

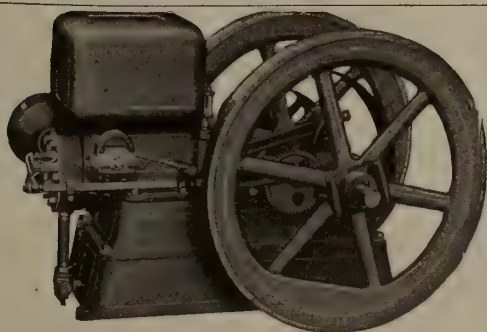
The only probable factor which would reduce fiber and binder twine prices in America is hemp. The estimated acreage of hemp in the United States for 1917 was about 47,500. Even if this were increased to 300,000 acres, the consequent increase of production would still fall short of supplying the North American demand for binder twine and other uses and the farmer would still be assured such a price for his hemp as would give him a comfortable profit.

### Genco Light Headquarters in Calgary

The Genco Electrical Engineering Co., Ltd., J. R. Tiernan, pres., H. E. Hoar, vice-pres., H. J. Hoar, sec., 131 Sixth Ave., West, Calgary, are Western Canadian distributors for "Genco Light" plants, manufactured by the General Gas-Electric Co., of Hanover, Pennsylvania. They are now appointing agents in Manitoba, Saskatchewan and Alberta, and expect to do a big business this year. Along with this line they are also distributors for the Leader Home Water Systems.

## JUMBO GASOLINE ENGINES

1½, 2½, 4½ and 6 H.P.



Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. You can't sell a better engine.

### "LITTLE JUMBO" FEED MILLS

Efficient, durable, strong. All steel construction. Wide range capacity—from 10 to 30 bus. per hour. Any engine from 1½ to 4 h.p. will operate them. Two sets of 6-inch burrs supplied with every machine. Fine adjustment for work. Write the nearest branch house for particulars.

Manufactured by **Nelson Brothers Company**  
SAGINAW, MICH., U.S.A.  
Western Canadian Jobbers

**Tudhope-Anderson Co., Ltd.**

WINNIPEG REGINA SASKATOON CALGARY

# HAPPY FARMER IMPLEMENT DEALERS



ARE taking life just a little easier than the other fellow. The line sells more readily and stays sold, also a larger percentage of profit is added to the bank account.

It will cost you a 3 cent stamp (or just a post card) to investigate our proposition. Several plans are offered (all are interesting). You select the one that appeals to you; definite territory arranged. Our agency proposition is different and much more profitable.

12-24 H.P.  
CAPACITY  
3 PLOWS



**HAPPY FARMER**  
**TRACTOR** THE PERFECT  
KEROSENE BURNER  
that you sell the farmer is also different.

We have been putting your business first, now we would like to tell you about the tractor, that will do anything any other tractor will do—and do it better; beats out the best horses. A few of the outstanding features are Perfect Balance, Simplicity, Light Weight, Accessibility, Strength, Short Turn, Surplus Power, Steel Cut Gears running in oil, Hyatt Roller Bearings, Self-Guiding in Furrow, High and Constant Plowing Speed.

We have a line of Standard Grain Separators and Power-Lift Plows (both moldboard and disc).

Notice.—J. D. Adshead or J. D. Adshead Co. are not connected, either financially or otherwise, with The Happy Farmer Co. Ltd.

**HAPPY FARMER COMPANY, LIMITED**

(References, Bank of Montreal)

225 Curry Block (Opposite Post Office) Winnipeg, Man.

Branches and Service Stations:

Cor. 7th Ave. and Halifax  
REGINA, SASK.

THE TRACTOR CO.  
SASKATOON, SASK.



### Saskatchewan Implement Dealers Meet in Saskatoon, May 14, 15 and 16

Every implement dealer in Saskatchewan is invited to be present at the various trade section rallies of the Saskatchewan Retail Implement Dealers' Association in Saskatoon, May 14th to 16th. The implement dealers organization in Saskatchewan have affiliated with the Saskatchewan Retail Merchants' Association, which holds its annual convention in Saskatoon on the above dates. As well as participating in the various sessions covering all lines of retail business, the Implement Dealers' Trade Section will hold a series of special sessions at which the many problems confronting the retail implement trade will be gone into. Live addresses are promised from men in the retail implement business, and general discussion and analysis of conditions in the trade will be of benefit to every dealer who will attend on the above dates.

The Saskatchewan Retail Implement Dealers' Association has made steady headway since its inception, and now that the organization has joined hands with the Retail Merchants' Association we feel that the result will be an increase in membership and a perfection in organization heretofore unrealized in the Saskatchewan implement trade.

The implement dealer in Saskatchewan who does not come to Saskatoon for the three days of the Retail Merchants' Association convention will miss an invaluable opportunity of getting in touch with brother implement dealers throughout the province. The difficulties that beset one man in the farm machinery retail trade are common to all of us. We can best overcome them by co-operation and allied effort. If you do not now belong to the organization, May 14, 15 and 16 will be your opportunity to get in line, so that you may give your experience and assistance in helping put the retail implement trade in a better position than it has been in the past. The business will be just what we make it.

Can you remedy matters by staying aloof? What one dealer can never hope to do six hundred or a thousand can easily accomplish. That's why we want you to come to Saskatoon. You will never be able to estimate the benefit that will follow your enlistment in your provincial organization. Get to know the other dealer—you'll like him.

The convention of the Retail Merchants' Association will open in the Convention Hall at 9

## SASKATCHEWAN Implement Dealers

In conjunction with the Saskatchewan branch of the Retail Merchants' Association of Canada, the Saskatchewan Retail Implement Dealers' Association will hold their annual convention at Saskatoon, on the dates given below.

### Attend the Convention at Saskatoon, May 14, 15 and 16

A program has been prepared for a series of trade sessions. All questions pertaining to the trade and present conditions will be discussed. We have problems confronting us which we never had before. We must meet them, or get out of business. Get together with other dealers and help out the association, the trade and yourself. Make every effort to be present at Saskatoon, May 14, 15 and 16. Support us by your presence.

### Get Into the Association

## It needs You - But You need it Most

o'clock on Tuesday, May 14. At the afternoon session many interesting topics will come up for discussion—and the Question Box will take its part in the proceedings. Tuesday evening a concert will be held, while an inspiring address will be delivered by E. B. Moon, Chicago, one of the foremost speakers in America on Community Building and retail trade development. We have often heard Mr. Moon speak and can assure dealers that his addresses are unequalled for vision, educative value and interest. He knows your troubles, for Mr. Moon is himself owner of a large retail business in a town in Indiana. When he goes after mail order competition you get up on your toes and yell. Mr. Moon makes any convention a whirlwind success.

Wednesday morning will be devoted to trade section meetings—including the implement trade. In the afternoon the Retail Merchants' Mutual Insurance Co. will meet, while Mr. Moon will give an address on "Advertising Copy and Mail Order Competition." In the evening trade sessions will again be held.

Thursday forenoon resolutions of the convention will be dealt with. In the afternoon officers will be elected and the policy discussed for the coming year. Mr. Moon will give a closing address, the subject being "Jobbers' Co-operation with the Retailer." The convention will close at 6 p.m. Thursday, 16th.

We feel sure that every implement dealer in Saskatchewan will realize the value of being present

at this convention. These are strenuous times in the trade, and by closer organization to-day we will be better fitted to face the problems which will assuredly arise in the future. In every line of business merchants are getting together for better conditions and greater efficiency. It is an ideal worth while. If you want the retail implement business in the province to get on to a better basis—you know how you can help. Pack your grip and be on hand at Saskatoon, May 14, 15 and 16. We will be glad to meet you there—a thousand strong.

#### From the Canadian Manufacturer's Standpoint

In an editorial "Industrial Canada," the official organ of the Canadian Manufacturers' Association, strongly criticises the government for purchasing Fordson tractors without inquiring into the possibility of obtaining suitable tractors of Canadian manufacture. Incidentally the removal of duty on tractors costing not more than \$1,400 is stated to be only a means to accomplish the above purchase by the authorities. In pointing out the investment and plant controlled by tractor producing concerns in the Dominion, this article says in part:

"Aside from ordinary considerations of sound domestic policy, the government before buying the Ford tractors should have investigated the Canadian tractor manufacturers in order to ascertain if satisfactory arrangements could not be made so that

this large expenditure should not unnecessarily swell Canada's adverse trade balance with the United States under present difficulties of exchange. . . . The tractor manufacturers, as large taxpayers, were entitled to be consulted in order to determine how this industry could be maintained if tractors from the United States were admitted free of duty. It must not be overlooked that materials needed for the Canadian industry, if imported, are subject to substantial customs duties, and owing to embargoes and other conditions, if produced in Canada, are obtainable only at higher prices than apply on like materials produced by United States tractor manufacturers under the prices fixed by that government. We must, of course, increase production, not on farm only, but in factory and workshop. In other words, we must make Canada self-contained."

#### Parrett Company Reorganized

The Parrett Tractor Co., of Delaware, has been organized with a capital of \$3,000,000 fully paid in and has acquired the assets and plant of the Parrett Tractor Co., of Illinois, which has been producing farm tractors since 1912.

Dent Parrett is president of the new company and with him are: Vice-president and general manager, Claire L. Barnes; vice-president, Robert Barbour; secretary, Warren Barbour; treasurer, Arthur Gardner.

The Parrett plant at Chicago Heights, Ill., is said to have a capacity from 7,500 to 10,000 tractors a year. Over 200 tractors were shipped in March. These tractors are handled in Western Canada by the New Home Machinery Co., Saskatoon, and Francoeur Bros., at Camrose, Alta.

#### Results Count

Every farm machinery concern can secure scores of men that can do what they are told, if they are shown how to do it, but the man that every concern wants is the man that can do what he is told on his own resources. What every concern is looking for is a man who has initiative originality, perseverance, courage, loyalty, energy and honesty, a man that can get underneath a proposition and lift, one that will not return until he gets a result. No concern is interested in the details of how he gets a result, or how he didn't get it, the result speaks for itself.

Will you be at Saskatoon?



## Tell Your Customers About Shinn-Flat

Secure the agency for this modern, scientific Lightning Conductor, endorsed by the world's electrical authorities. Ask us for the solid advertisement shown below, and run same in your local paper. You'll find that big business will result. We are co-operating with you by a big farm paper advertising campaign.



## Shinn-Flat

### Protects Property and People from Lightning

Lightning strikes many times in this district every year. You know your property and your family are not safe without protection.

To say nothing about the safety of yourself and your family, your buildings, stock and feed are worth too much money these times to take any chances.

Shinn-Flat is the only Lightning Conductor woven in the form of a flat cable—the form that the electrical authorities of the world admit to be the safest—even the U. S. Weather Bureau.

It is covered by a Cash Bond, issued direct to you by a large Bonding Company, that Lightning will not strike the building on which it is placed.

The expense is slight—the protection complete. Call and get a Book on Lightning and read it over at home. Remember

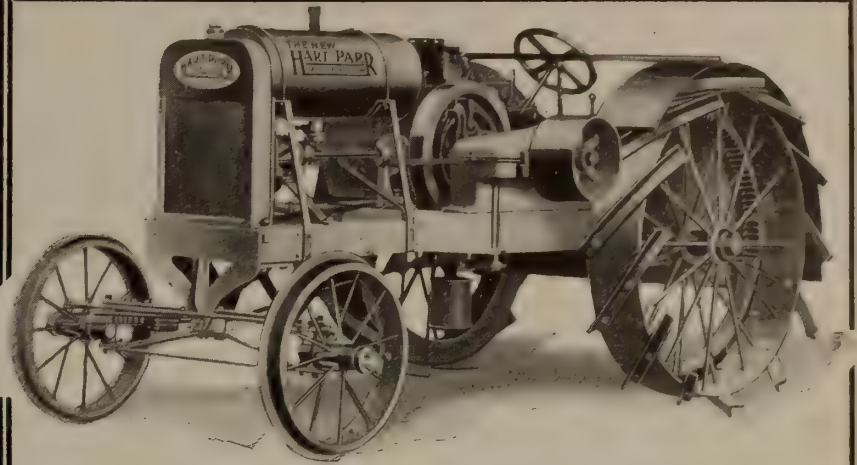
**Lightning CAN'T STRIKE  
If Shinn Gets There First**

For 25 years the Shinn system of Lightning Conductors has proven to give absolute protection. Reasonable in cost. If you want to increase your business, you should write us for agency, literature and selling helps.

## Cushman Motor Works of Canada, Limited

Builders of Light Weight, High Grade, Gasoline Engines for Farm Power Work  
DEPT. E., WHYTE AVE. AND VINE ST., WINNIPEG, MAN.

EXCLUSIVE SELLING AGENTS FOR  
Combination Threshing Outfits—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washers—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Holland Wild Oat Separators—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties.



## WE WANT DEALERS WHO WANT DOUBLE PROFITS—

We still have some good territory open for live dealers—territory where big money can be made by our new selling plan. Our contracts are ready and delivery of Hart-Parr Tractors can be made at once.

### OUR NEW SELLING PLAN

eliminates many selling expenses which heretofore had to be included in the cost of tractors. Our dealers get the benefit of low cost. Dealers make two and three times the profit by our plan. Our advertising campaign has brought us many enquiries which we will turn over to our dealers—this means immediate sales and immediate profits.

### RESERVE YOUR TERRITORY NOW

Applications will be considered in the order received. No matter if you have contracted for your 1918 line, we will help you double your business. Write or wire us to-day.

## HART-PARR OF CANADA, LTD.

328 William Ave., WINNIPEG

1618 Eighth Ave., REGINA

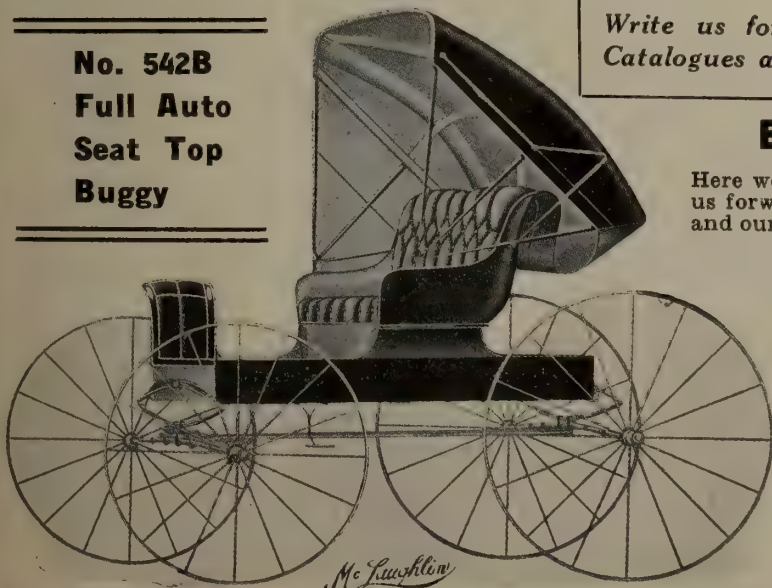
## Sell Canada's Standard Vehicles

### OUR LINES ARE LEADERS IN STYLE, FINISH, QUALITY and DURABILITY

McLaughlin and Brockville Carriages will get the dealer the trade in any territory. For over half a century they have built up a record for Serviceability which means permanent confidence from the purchasers' standpoint. Their in-built value and superior quality, their distinctive style and popular prices, make the farmer of to-day a sure prospect for the buggy his father chose years ago as the best vehicle value in the Dominion. Time has passed but the quality has never varied.

No. 542B  
Full Auto  
Seat Top  
Buggy

Write us for Agency  
Catalogues and Prices



No. 299  
Full  
Auto Seat  
Buggy

### Their Established Reputation Ensures the Dealer Profitable Business

Here we show two jobs for which there is a popular demand all over the West. Let us forward you particulars of our full line. There is a style to suit every customer, and our prices will meet any competition.

#### SECURE REPRESENTATION FOR OUR LINES:

MCLAUGHLIN	-	-	-	-	CARRIAGES and CUTTERS
BROCKVILLE	-	-	-	-	CARRIAGES and CUTTERS
MUNRO & McINTOSH	-	-	-	-	CARRIAGES and CUTTERS
HENEY & CO.	-	-	-	-	CARRIAGES, CUTTERS and BLANKETS

## CARRIAGE FACTORIES, Ltd.

156 PRINCESS STREET, WINNIPEG

Distributing Houses:

MOOSE JAW

CALGARY

EDMONTON

SASKATOON



### The New Case 9-18 Tractor

The J. I. Case T.M. Co., Racine, Wis., announce that deliveries are about to begin of the new Case 9-18, Type B, kerosene tractor. This tractor is recommended for two 14-inch plows, but is said to pull three 12-inch bottoms under favorable field and soil conditions. In contrast to the former Case 9-18 h.p. machine, the wheel base has been shortened, giving a turning radius of only 11 feet.

The weight has been reduced from 3,700 to 3,310 pounds, yet the rigidity and strength of this new type B tractor exceeds the former model, which has a good reputation in the small tractor class.

In place of the structural steel built-up frame formerly used, the Type B now has a cast frame with housings for the rear axle, bull pinion shaft, transmission

and the lower part of crank case, cast integrally with the main frame. All the working parts are fully enclosed. The motor, which is a well-balanced engine, being mounted on the rigid main frame, heavily ribbed underneath to head off danger of breakage, forms a substantial foundation for the cylinders and reciprocating parts, thus reducing vibration.

Such parts as the fan bearings and its drive gears are fully enclosed. The magneto is protected against dust, and the carburetor takes air through an air washer, feeding the mixture through a heated manifold, thus preventing grit or dust from entering the cylinders. All parts are accessible.

The fuel tank is placed under the hood. The speed of this latest addition to the Case family is  $2\frac{1}{4}$  miles per hour for plowing and  $3\frac{1}{2}$  miles per hour for road work. Some of the leading

features in the design of the new 9-18 are as follows:

**Engine**—Case, 4-cyl., vertical, cast en bloc. Four cycle, valve in head type, bore  $3\frac{7}{8}$ ; stroke, 5 inches. Rating—for belt work, 18; for drawbar work, 9. Tractor develops 12 h.p., or 33 per cent more drawbar pull than rated. The machine uses distillate or gasoline, has gravity fuel feed through a Kingston carburetor, with air washer attachment. Belt pulley,  $14\frac{1}{4} \times 5\frac{1}{4}$  inch face; fitted with clutch and brake.

**Ignition** is Kingston h.t., with impulse starting coupling. The cooling system has a capacity of 9 gallons; radiator, fan, centrifugal pump; circulation is controlled by a Sylphon thermostat. Transmission is sliding—two speeds forward and reverse. All steel, machine cut gears, enclosed and running oil in bath. The final drive is spin and master gear with four differential pinions. All parts are enclosed in a dust-proof housing.

Hyatt roller bearings are provided on rear axle, transmission and bull pinion shaft. The drivers are 42 inches diameter, 9-inch face; 6-inch extension rims can be supplied. Front wheels are 30 inches by 6-inch face. The extreme length of the new 9-18 h.p. Case is 108 inches; width, 58 inches; height, 58 inches, and wheel base 55 inches. It is stated that the tractor will operate a Case 20 x 28 separator fully equipped.

### Secor Endorses the Oil Tractor

In criticism of the contentions of a tractor designer, as recorded in our February issue, that the kerosene burning tractor was lacking in efficiency, John A. Secor, a tractor expert with the Advance-Rumely Company, makes the following interesting observations on the record for best all-round performance of the oil tractor during the past six years. Mr. Secor says:

"The gold medal at Winnipeg, 1912, was awarded to an oil tractor which developed 11-20 horse-

power hours per gallon of kerosene, which was 19 per cent better than a similar gasoline tractor of the same type and power. The record-holding oil tractor also took sweepstakes over the 23 competing gasoline tractors for all-around performance.

"The motors used in oil tractors may now be divided into two classes. One of these is characterized by reduced compression, which involves reduced efficiency; heated air charges, which involves reduced power; fuel mixtures of constant proportions, and absence of automatic temperature control, which involve inability to use oil below half load. The record-holding class, or type, employs higher compression—say, 75 pounds—with corresponding increase in fuel efficiency; unheated air charges in ordinary weather, thereby avoiding power loss from volumetric expansion. This class uses fuel mixtures of varying proportions, in combination with automatic means for co-ordinating the quantity, proportions, compressions, and temperatures of fuel charges to suit each particular load. This type, or class of oil tractor, can use kerosene at any load regardless of weather.

"It may be claimed that the average fuel consumption of oil tractors tested at the Winnipeg trials showed an average for several years about 25 per cent in excess of the gasoline tractors. But such a claim would merely emphasize the fact that improved oil methods achieve results which reverse the old order; the oil tractor is now in advance of the gasoline tractor.

"It may also be claimed that the actual field performance of the average gasoline tractor is superior to that of the oil tractor, notwithstanding the results of the Winnipeg trials, but this also is quite untenable. The most trustworthy official data covering commercial working results is contained in Bulletin 174 (of 1915) issued by the U.S. Department of Agriculture. This bul-

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THE KIND THAT  
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FOR PLOWING  
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Order from your nearest Coal Dealer at once and have a supply when you are ready to start work

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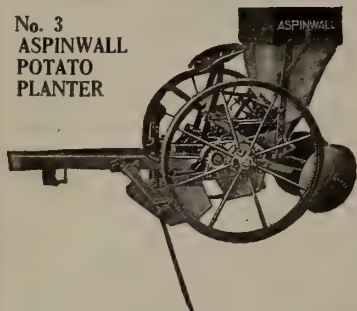
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**PROMPT SHIPMENT**  
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**ASPINWALL LINE  
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We are Distributors for Manitoba of the famous Aspinwall Line of Potato Machinery—A large stock on hand of

**PLANTERS, SPRAYERS, DIGGERS and CUTTERS**  
**CORN PLANTERS and SORTERS** Repairs a Specialty

A large shipment of Aspinwall Potato Planters has just been received. Send your orders at once. Let us know your requirements in potato machinery. The Aspinwall line is the world's standard, and we carry a full stock. There is a phenomenal demand this year, and dealers can be supplied on the shortest notice. Write or wire.

**WILLIAM EDDIE**

Farm Machinery Distributor

175-179 PRINCESS STREET

WINNIPEG, MAN.



**Mr. DEALER**  
**Cater Can Sell You**

Wood or Iron Pumps cheaper  
than any one in the West.

GET HIS PRICES BEFORE YOU ORDER

**Brandon Pump & Windmill Works**  
**BRANDON MAN.**



letin tabulates data obtained as the result of letters of inquiry addressed to gasoline and kerosene tractor owners west of the Mississippi. Each letter enclosed a list of questions to be answered, and which were answered by more than 2,000 men who operate their outfits for one or more seasons.

"No tractors were considered to be in the oil tractor class which did not use oil exclusively, except when starting. The percentage of replies were in favor of the kerosene tractor in every instance. The inquiries included the following:

"Was the tractor a good investment?" The replies favorable to kerosene were 11 per cent greater than those favoring gasoline.

"Durability, or life of tractor?" The replies showed one year greater life for the kerosene tractor.

"Replies showed that the average kerosene tractor pulls a greater cross section of plows. The annual cost for repairs; days used annually, hours lost, horses replaced, and percentage finding custom work profitable, were invariably in favor of the oil tractor.

"Seven thousand record-holding oil tractors are daily demonstrating that, aside from price, kerosene is superior to gasoline when given a fair chance."

#### An Old Established Wagon Line

From a small beginning in 1895, when the annual production was only about a hundred wagons, the Woodstock Wagon & Manufacturing Co., at Woodstock, Ont., has grown into the present capacity, is considerably over 16,000 wagons per annum. A careful inspection system as regards the quality of material used, is a valuable feature in the Woodstock factories. This plant has sup-

plied a great many wagons for army work, and the government inspectors have found that in every particular Woodstock wagons have stood up to the most stringent tests, giving wonderful service under the excessive wear and tear to which they were subjected in both Canada and overseas. The regular No. 2 Western wagon made by the Woodstock company, is made in 3¼ or 3½ sizes, with 2, 2½ or 3-inch tires. The wheels are standard, 3 ft. 7 in. and 4 ft. 5 in., with options of 3 ft. 4 in. and 3 ft. 8 in., or 3 ft. 5 in. and 4 ft. 3 in.. White hard maple axles, black birch hubs, oak spokes; bolted gears; regular stake; box bottom double over bolters; front gear double braced; unriveted rims—these are a few features of the No. 2 Western. The Special No. 1 Western is made with 3½-inch arm, 2½ or 3-inch tires. Axles are hickory or white hard maple. Hubs—oak, rock elm or black birch. Heavy oak spokes, clipped gears, 2x5 reach, extension bolster stake, box and seat with lazy back and jockey box and front and hind gear—double braced are some of the specifications of this popular wagon. In Woodstock wagons the stock is properly seasoned, and in all manufacturing operations the most up-to-date machinery is used. The boxings are set in lead in the hubs, keeping out all moisture and preventing decay. Tires are set by hydraulic setters, while the skeins are fitted individually to their axle on an automatic skein lathe. The painting is a particularly well taken care of operation—four coats in all being used—boiled linseed oil, lead, color coat and varnish. Interested dealers can obtain full particulars regarding these wagons by writing the factory direct, or the western distributors of Woodstock wagons, Bert Conway, P.O. Box 33, Regina, and David Smith, 312 Seventeenth Avenue W., Calgary.

#### The Jackson Sheaf Loader

The Jackson combination sheaf loader and carrier, manufactured by Farm Machinery Manufacturers, Alberta Avenue, Saskatoon, consists of a loading device and a carrier equipped with unloading mechanism. The large container will hold from 400 to 450 average sheaves, the whole machine being drawn by four horses—two of them on each side of the stook. The rear wheels, which supply power for the loading mechanism, actuate the transit of the sheaves to the container. It is stated by the makers that the power transmission system is very simple, while the draft of the machine is little in relation to its cubic capacity. The unloading device leaves the machine clean

and prevents waste of grain and the spreading of weed seed. Dealers who attend the convention of the Saskatchewan Retail Implement Dealers' Association, to be held at Saskatoon, May 14-16, are especially invited to visit the company and look over this machine.

#### Extra Payment Plan for Case Workmen

The J. I. Case T. M. Co., Racine, Wis., recently announced that all employees in the Case factories receiving less than \$2,500 a year, will receive a 10 per cent bonus to be distributed quarterly. It is estimated that by this new system about \$400,000 will be distributed among employees annually.



*There are many good reasons why  
the use of*

## Dunlop Thresher Belts

**"PRAIRIE" and "RELIANCE"**

is quite general throughout every threshing community.

Threshermen realize that Rubber Belts surpass any other kind for the work they have to do, and

That Dunlop Thresher Rubber Belts embody all the good qualities of an Ideal Rubber Belt.

Dunlop Thresher Belts are made

**By Expert Workmen  
In a Uniform Way  
From the Best Materials**

Wherein lies the secret of

**Service, Quality and Satisfaction**

Ask our nearest Branch for a sample of either Belt or both. Dunlop Canvas Thresher Belts and Dunlop Agricultural Hose are thoroughly upholding the reputation of the "Two Hands" Line of Rubber-made Goods.

## Dunlop Tire & Rubber Goods Co. Limited

Head Office and Factories: TORONTO

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## IMPLEMENT DEALERS HARDWARE MEN GENERAL STORES PUMP MEN



Buy your wood and iron pumps, cylinders, galvanized pipe, galvanized rod, etc., from a WESTERN CANADA concern.

Fitted for any depth of wells.

Large stocks carried.

Prompt shipment guaranteed.

**ASK FOR PRICES**

**Manitoba Engines, Limited**

Brandon, Man.

Phone 2943

Eighth St. and Assiniboine Ave.





### U.S. Boys Help in Raising More Food

The large illustration herewith shows Mayor Jewett, of Indianapolis, Indiana, operating an 8-16 Avery Tractor, pulling a 3-bottom Oliver plow before the United States Boys' Working Reserves of Indianapolis. The picture was taken at the Technical High School of Indianapolis on the afternoon of the enrollment of the United States Boys' Working Reserves. Mayor Jewett was the principal speaker, and gave an instructive lecture to over one thousand boys on better farming.

He had experience operating a threshing machine when 17 years old, and took delight in operating a tractor around the school grounds before the boys in this agricultural school. The two small illustrations show the Purdue (Ind.) University boys operating an Avery tractor. In one scene the boys are plowing and being instructed the essentials of the self-lift plow, and in the other scene they are testing the drawbar pull of the tractor.

### The Tractor as a Win-the-War Unit

In considering the value of the tractor in connection with the great necessity for increased production, prominent men in the U.S. tractor industry are of the opinion that some plan must be devised which will enable farmers to secure, at once, and properly use, as many serviceable tractors as can be produced.

That plan must prevent duplication of effort as much as possible. It must prevent waste, speed up manufacture, hurry delivery and secure the tractors delivered to the farmers at the lowest possible cost during the war and this great food crisis. It must provide immediate and com-



Above—Mayor Jewett, of Indianapolis, operating 8-16 Avery before U. S. Boys' Working Reserve. Below—Purdue University boys testing out Avery Tractors.

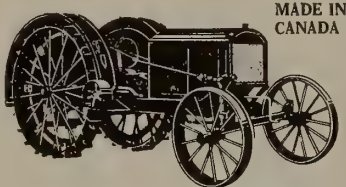


prehensive means for the training of tractor operators in great numbers. It must secure necessary priorities of all material, labor and transportation for tractors.

It must provide proper distribution of the necessary tractors where they are most needed and without unnecessary long hauls of tractors or the material

## GILSON

"GOES LIKE SIXTY"

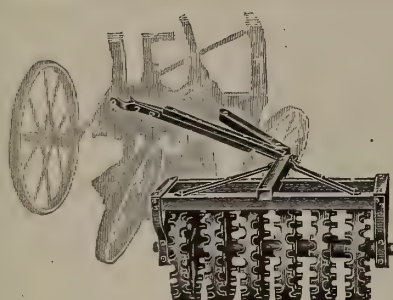


TRACTORS THRESHERS  
GAS and OIL ENGINES

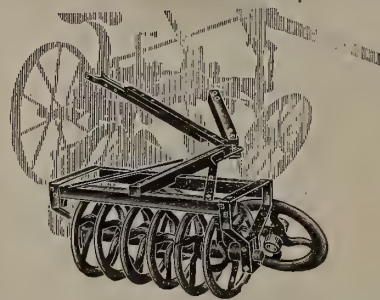
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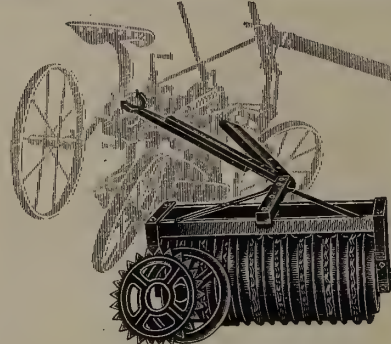
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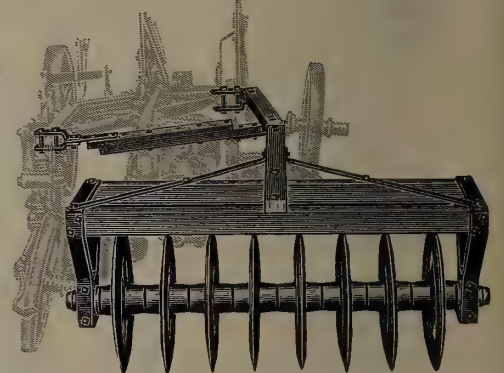
AS A SURFACE PACKER



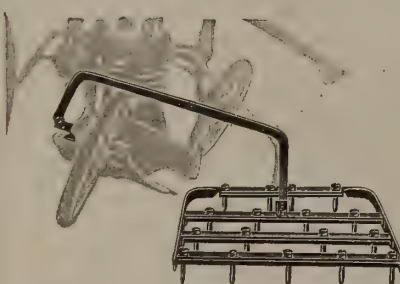
—A SUB-SURFACE PACKER



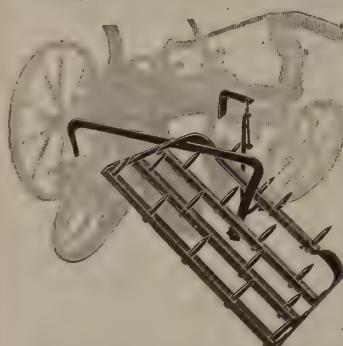
—OR A MULCHER



Christiansen Sub-Surface Plow Packer for three-furrow plow. A great machine for light tractor use. Adjustable hitch; suits any plow. Light draft. Wheels interchangeable.



HARROW READY FOR OPERATION

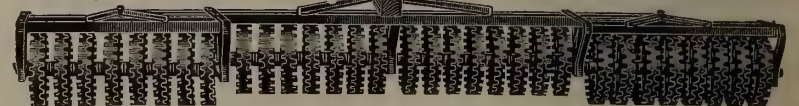


HARROW TILTED FOR HANDLING ON ROAD

**SELL MORE TILLAGE TOOLS**  
**Dealers: Handle "Christiansen"**  
**Harrow and Packer**  
**Attachments for**  
**Plows**

Meet the great demand for this line. All styles of packers fit the same frame. Dustproof lubricated axle reduces draft. Lubricated for the whole season before shipping. All wheels interchangeable; patent hitch; no side draft. Our line will make big profits for you in any territory.

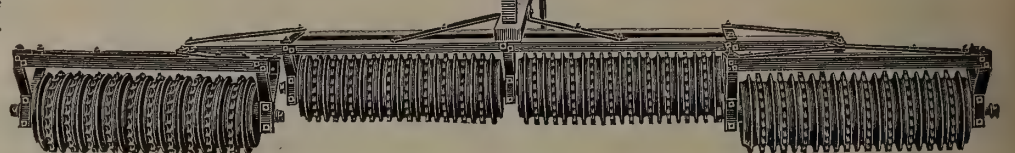
Get Our Prices  
and Agency Offer



Christiansen 15-foot 4-section Surface Packer Sub-Surface wheels can be supplied for same frame. A big selling machine.

**Western Pulverizer**

**Packer and Mulcher**



We are sole manufacturers in Canada of the famous Western Pulverizer. This machine produces a perfect mulch for retaining moisture. Every pulverizer guaranteed. Ask for special booklet, prices and dealer's proposition.

**CHRISTIANSEN IMPLEMENTS LTD. OWENA STREET WINNIPEG**



which goes into them. It must recognize the congested and greatly impaired transportation facilities throughout the country. It must provide suitable repair and renewal service for the farmers. It must secure the aid and co-operation of all facilities of the government in stimulating demand and production.

#### Growth of Happy Farmer Plant

A recent issue of a La Crosse newspaper gives some remarkable facts regarding the growth of the La Crosse Tractor Co., manufacturers of the Happy Farmer Tractor, which is well known to the Western Canadian trade. A year ago the company employed 50 workmen; to-day they employ 500.

The company now has a payroll of \$40,000 a month, and the field of distribution for its product extends to every part of the United States and Canada and many foreign countries.

Shipments, incoming and outgoing, amount to five cars each 24 hours. From 12 to 15 tractors per day are being manufactured.

Over \$150,000 worth of new machinery has been purchased and installed during the year for the purpose of increasing the output of the plant.

B. F. Hamey, vice-president and general manager of the company, in speaking of the growth of the organization, said:

"We expect to build and ship 3,000 or more tractors this year and our business would be three times as large were we able to build the tractors. These figures are for the United States alone. We have three distributors in Canada, each of whom would like to have our entire output this season. In addition, we have been compelled to advise exporters handling machines for France and England that they can have no more tractors until the fall of 1918. We must make provision in the near future for a greatly increased output."

#### The Steel Industry

In the iron and steel trade war demands are crowding back every consideration. The tonnage demanded is exceeding all estimates. In shell steel alone the Allies are calling on the mills of North America to supply in the current year in excess of four million tons of round stock from 1½ to 9½ inches diameter. Of this amount about one and a quarter million tons are already allocated in the United States. The four million tons represent probably one-sixth of the entire expected rolled out-

put of the States from this date to the end of 1918.

Canada has been awarded 115,000 tons of billet and bar orders. Available material is also being

snapped up for the production of ship plates, of which the supply is at present ahead of the demand. At all events, a scrutiny of the iron and steel markets re-

veals the fact that so far as the farm machinery industry is concerned we need hope for no lower prices from a raw material standpoint for many months to come.

## DEALERS!

When Attending Your Convention at Saskatoon, May 14 to 16

BE SURE TO SEE



**Jackson Combination Sheaf Loader and Carrier**  
At Our Office, No. 216 Alberta Ave.

**FARM MACHINERY MANUFACTURERS, LTD.**  
SASKATOON CANADA  
(THE GREATEST LABOR AND GRAIN SAVER IN THE FIELD)

## Woodstock Wagons Increase Wagon Business

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WOODSTOCK WAGONS have a Canadian-made reputation. They are known everywhere for in-built quality; they help the dealer get, and hold, the wagon trade in his district. Built for service and reliability. Best seasoned woods throughout. Light running. Strong construction. Attractive appearance. Fine finish. Woodstock reputation, and our unequalled guarantee, backs every wagon sold. Write our nearest distributor, or direct to factory. You cannot sell a better wagon.

#### WESTERN REPRESENTATIVES:

BERT CONWAY, Box 33, Regina, Sask.

DAVID SMITH, 312 17th Ave. West, Calgary, Alta.

#### MANUFACTURED BY

**The Woodstock Wagon & Manufacturing Co., Ltd. Woodstock, Ont.**



## Selling Tractors to Meet War Conditions

By C. E. LESLIE, Advertising Manager, Emerson-Brantingham Implement Co.

The cry for food and then more food has imposed a burden on overworked farm population, who were short of labor even before the war, that they will be unable to meet unless a substitute is supplied to replace the decreased man power. This situation is not temporary, for we must realize that many of our boys will never come back, many will come back, but incapacitated for work and others will enter other lines of business, or possibly remain in the army permanently.

Crop reports show that notwithstanding the high prices of farm produce and all the propaganda spread urging an increase in acreage it is getting to be a question whether past records can be maintained.

In the present crisis every dealer has a patriotic duty to perform, and that is to **sell tractors**. This would seem a simple solution if it were not for the fact

fully operated by the old men, boys and women who are left to carry on farming.

The dealer who would do the most to relieve the present situation and further his own business will investigate with care the tractor he is to sell. Any features that reduce the manual labor

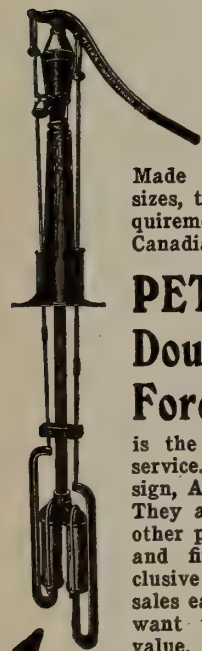
economical should burn the cheap fuels.

It is easy to sell tractors now—easier than ever before and the dealer who selects a tractor that best meets the conditions will be doing his bit and building a permanent business. This is true patriotism these times.



An Emerson 12-20 H.P. Tractor with a lady at the wheel—"Somewhere in Canada"

## PETERS PUMPS



**Gives More Water  
in Less Time with  
Less Energy**

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

### PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the **BEST** in pump value.

**Dealers:  
Get Peters'  
Pump  
Proposition  
for 1918**

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

**A POST CARD WILL BRING  
OUR LATEST CATALOG.**

Manufactured by

*Peters Pump Company, Newane, Ill.*

Exclusive Canadian Agents:

**Tudhope Anderson Co., Ltd.**

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for  
Particulars.

that the men who have been taken from the farms are the most efficient and best mechanics.

Fortunately, however, tractors have made such strides in recent years that many are so easily handled that they can be success-

fully of handling or simplify operation increase a tractor's value. Any features of design or safety devices that tend to make a tractor fool proof are to be considered.

Fuel is a great item and power more than ever a tractor to be

### Twin City Tractors

The Minneapolis Steel and Machinery Co., Winnipeg, report a steady demand for their recently developed Twin City "16." In designing this machine, the company state that they have attained a radical departure from the average tractor construction. This tractor is built like an automobile, with all gears enclosed and dustproof, and equipped with roller bearings throughout the transmission and in the front and rear wheels. The material used in this tractor is of the highest quality, and scientific engineering has relieved the gears and working parts of much of the strain and jar to which tractors are subject. The Twin City "16" is a 4-plow machine with two drive wheels and two steering wheels.

## PEERLESS PERFECTION

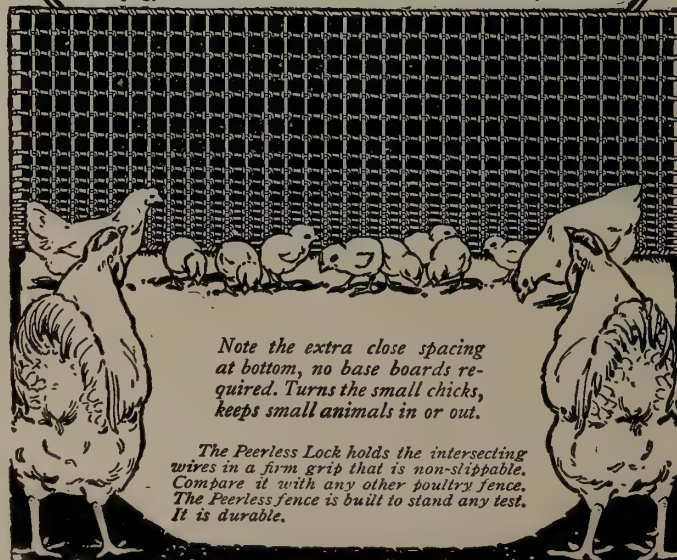
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

### Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

**THE BANWELL-HOXIE WIRE FENCE CO., Ltd.**  
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slipable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

## PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

**The Riesberry Pump Co.**  
(Established 1882)

WRITE FOR DEALERS' PRICES

**North-West Pump Co.**

T. N. WILLIAMSON W. J. MERRELL  
Phone 607

19-6th Street Brandon, Man.



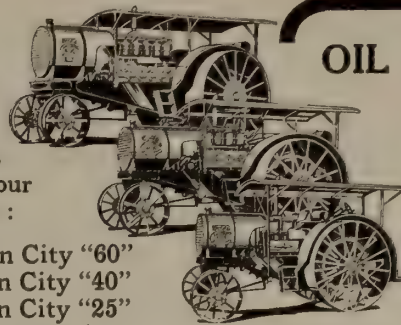
It develops 16 h.p. at the draw-bar and 30 h.p. on the belt—with a 3,000 pounds pull at plowing speed. The following extracts from the specifications, give some idea of the component parts of the machine: Motor, L-head, four cylinders, vertical, 5 x 7½ in.; normal compression, 65 lbs.; 650 r. p. m.; recommended fuel, gasoline, kerosene or distillate; heavy oil recommended. Lubrication—Detroit force feed oiler and splash. Bearings—Front and rear wheels, Hyatt standard rollers; transmission, Hyatt high duty and ball thrust; jackshaft, Hyatt high duty; transmission, enclosed forged gears, three speeds forward; final drive, enclosed internal gear; pinions forged, gears cast, all finished; rear axle diameter 2 15-16 in.; drive wheels, 54 in. high, 14 in. wide; pulley, 17 x 8 in., 528 r.p.m.; controlled through motor clutch; driven through transmission; belt speed, 2,400 ft. per minute; two fuel tanks, kerosene 33 gals., gasoline 3 gals.; air cleaner, Bennett, centrifugal; ignition, K-W high tension magneto with impulse starter; carburetor, Kingston frame spring mounted front and rear; dimensions, length over all 179 in., width 70 in., height 72 in.; wheel base 108 in.; shipping weight 8,000 lbs.

### The Silo Increases Prosperity

Almost invariably when the silage system is introduced under proper conditions it causes immediate saving. Some of the reasons are that the feed bills are very largely reduced and that at least twice as many stock can be supported on the same number of acres. This converts the farm into a factory where nearly all of the crops grown are fed to the animals and turned into a finished product, such as milk, butter, cheese, beef or mutton. The crops are no longer sold from the farm, and the vast amount of fertility is thus conserved.

The extra profits are either turned into the building of more silos or into improvements around the farm in the way of new buildings or new improvements, which in turn create a larger demand for the things which the dealer handles.

The sale of a gasoline engine usually follows the sale of silos and silo fillers. Most of the silo fillers for individual use are operated by gasoline engines. The live dealer will recognize at once that the purchase of the gasoline engine opens up a wide field for the sale of a great many labor-saving appliances around the farm home or workshop that can be operated by such engines.



Built  
in Four  
Sizes:

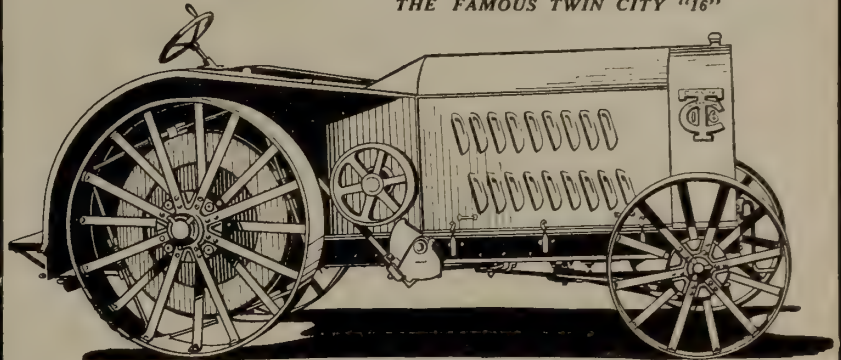
Twin City "60"  
Twin City "40"  
Twin City "25"  
Twin City "16"

## OIL TRACTORS FOR ANY SIZE FARM

Dealers—Don't waste time and money trying to sell an experiment. Twin City Tractors have stood the tests of service during all the years of tractor development.

## The Twin City Line

THE FAMOUS TWIN CITY "16"



ALL SIZES BURN KEROSENE, DISTILLATE and GASOLINE

You want a line of tractors with a wide range of sizes. Each Twin City is the best tractor in its class and unequalled for low operating cost and maximum efficiency in the field. Ask for the Twin City contract—Now.

Minneapolis Steel & Machinery Co. of Canada, Limited

923 LOGAN AVE. WEST

WINNIPEG

Six-Wheel  
(Patented)  
Truck  
Eliminates  
Vibration

## "LISTER" Ideal Threshing Outfits

NOW IS THE TIME TO SECURE CONTRACT AND TERRITORY  
Good Work and Quality Construction Ensure Satisfactory Business

MADE IN TWO SIZES: POWER REQUIREMENTS, 9 to 20 H.P.

Size of Separator, 22 x 36; Horse Power Required, 9 to 15 H.P.

Size of Separator, 26 x 42; Horse Power Required, 14 to 20 H.P.

### THE BEST INDIVIDUAL OUTFIT

"LISTER" Combination Threshers are unequalled for doing satisfactory work under all conditions. TWO MEN handle this outfit with ease. Except in capacity it equals the biggest and best separator made. Low in first cost; strong, practicable, simple design. Large threshing capacity. Supplied with or without bagger, tailings elevator, straw carrier or blower. As an individual separator for light tractor drive, sell the LISTER 26 x 42. Ask for full particulars of our outfits and agency offer. Write us at once.

### Dealers:

Line up your thresher business now—not later. We guarantee delivery of all early orders. Have good stocks in hand and can fill your orders as soon as received. Ask for full particulars and prices.

### OUR LINE INCLUDES:

"Lister" and "Canuck" Gasoline Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits

Ask for Prices  
and Literature  
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**R. A. LISTER & CO. (Canada), LIMITED**

WALL STREET, WINNIPEG, MAN.

ST. JOHN, N.B.

TORONTO

QUEBEC

Let us send  
you the Liberal  
Lister Offer



## Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

**J.P.L., Man.**—From the sketch of plow harrow attachment, we believe you refer to the Christiansen plow harrow, of the circular type. This company now have on the market a new design, a square harrow, which is said to be very efficient. For full particulars, address Christiansen Implements, Ltd., Winnipeg.

**J. H. K., Man.**—There is, so far as we are aware, no sub-surface packer called the "Fulton." The machine for which you require repairs will be the "Cyclone," which is made by the Fulton Machine Co., Canal Fulton, Ohio. This firm will supply you direct as no parts are carried anywhere in Canada.

**T. & M., Sask.**—The following concerns in Winnipeg, carry lines of road making machinery: The John Deere Plow Co., Sawyer-Massey Company, and the J. I. Case Threshing Machine Company. They will send you prices and literature on their lines upon application.

**E.P., Man.**—The "Fox" trailer is made at Windsor, Ont. Repairs may be had from the Auto Equipment Co., 591 Portage Avenue, Winnipeg.

**J. P. D. Co., Ont.**—The single furrow Copp jointer walking plow is no longer being made. It was manufactured some years ago by the Copp Bros. Co., stove manufacturers, at Hamilton, Ont. No great quantity were ever sold and subsequently a plant was started at Fort William. Operations were discontinued and so far as we know it is not possible to obtain repair parts for the Copp plow.

**W.S., Sask.**—A plow with share No. BX16 is not a Fuller & Johnson plow. The number on share shows that the plow for which you want repairs is a Grand Detour plow made by the Grand Detour Plow Co., Dixon, Ill. Parts may be obtained direct from factory or from P. J. Downes Co., sales agents, Minneapolis, Minn.

**D.L., Sask.**—Repairs for O.K. potato planters can be secured from the manufacturers, the Canadian Potato Machinery Co., Galt, Ontario. Parts for a Case gang plow? Write direct to the J. I. Case Plow Works, Minneapolis, Minn., which branch stocks a full line of repairs.

**R. Bros., Sask.**—Stover engines are handled in Western Canada by the Canadian Stover Gasoline Engine Co., Brandon, Man.

**C.O., Sask.**—For a pump of the type indicated, write Manitoba Engines Ltd., or Beatty Bros., Ltd., Winnipeg. Oil wagon tanks are made by the Winnipeg Ceiling and Roofing Co., Winnipeg, Man.

**W.A.L., Sask.**—Plate R210 is for a 7-inch grinder made by the New Winona Mfg. Co., Winona, Minn. No repairs are carried in Western Canada. Write direct to the factory.

**J.M.M., Sask.**—Boxings for disc harrow numbered PP48 are for a 16-foot packer manufactured by J. Fleury's Sons, Aurora, Ont. New boxings can be ob-

tained from the John Deere Plow Co., Regina.

**J. Bros., Sask.**—Repairs for a Thompson gang plow can be procured direct from the factory. Address Thompson Plow and Engine Works, Beloit, Wis.

**J.McL., Sask.**—Boxings for disc harrow marked 3304 and 3254 are for a disc made by the J. I. Case Plow Works, Racine, Wis. Write the factory direct for parts.

**W.J.M., Sask.**—Power washing machines with engine embodied in the design are manufactured by the following concerns: The Maytag Company, Winnipeg, and The Meadows Manufacturing Co., Pontiac, Ill., who make a machine called the "Meadomotor."

**A.R.C., Alta.**—According to the most recent estimates there are about 375 concerns now manufacturing tractors in the United States and Canada.

**V.R.H., Alta.**—Engineering authorities are of the opinion that in the ordinary type of two-cycle engine the consumption of fuel is from 15 to 20 per cent greater than in the 4-cycle type. Recent two cycle design shows an improvement in fuel economy.

**G.M., Alta.**—Front axle bracket S300 is for a Kingman plow. The Kingman Plow Co., are now out of business. Some repairs are stocked by the M. & K. Brokerage Co., Kansas City, Mo.

**H.W., Man.**—Part P237 is a sand bar for a plow made by the Janesville Machine Co., Janesville, Wis. Repairs can be obtained from the John Watson Mfg. Co., Winnipeg, Man.

### Those Government Tractors

It is interesting to note the experience of farmers in Michigan, which state purchased 1,000 Fordson tractors in the same manner as the Canadian provinces. Whether deliveries were any better than in the Canadian West is not stated in reports from Michigan, but at the first deliveries at Lansing the farmers had to rustle water, oil and gasoline, and had to start up their machines. One farmer, and we believe he will be one of many, asked: "Who delivers the machine, and who starts it." The reply was the stereotyped—"You do."

It is obvious that the farmer will get none of the service which he usually expects from the manufacturer or dealer—or both. He pays, it is stated, the

regular price for the machines—and a cash price at that. Figure out what happens. The various governments simply act as distributors for the machines, collecting the purchase price for same—in advance. What arrangements have been made as regards service. Is the Ford dealer in the small town a "Ford" dealer or a "Fordson" dealer? Is he an expert on the mechanism and maintenance of these tractors? Is he in any sense a tractor expert? It seems hard to see why Western Canada could not have fared just as well if established tractor manufacturers with time tried and tested machines had been given some of this business, and if implement dealers, all good citizens with local investments and an interest in local agricultural production, had been considered. True, farm production will be increased by the wholesale use of these tractors—if they keep on the job. But the same result might have been attained by the use of other tractors, including, possibly, such Fordson machines as were available.

In fact, the regular tractor distributors will, we doubt not, await with interest the results attained in Western territory by those government purchased tractors. And while on the subject it seems strange that at least one Western provincial department of agriculture should circularize farmers with publicity matter relating to a certain make of tractor plow, while there are many plows sold through legitimate channels which are adaptable to any light tractor—including the product of the Dearborn plant. This discrimination seems unnecessary, to say the least.

### Sawyer-Massey Factories Busy

The output of the Sawyer-Massey factories at Hamilton will be the largest this year in the history of the institution. New warehouses have been provided throughout the west, and we understand that a stock of tractors large enough to meet this season's expected requirements are already in hand. Winnipeg, Saskatoon, Regina and Calgary warehouses are being rapidly filled. The factories at Hamilton have been working on tractors almost entirely ever since last September.

Some folks think that after they have contracted for the space their advertising duty has been done. The results depend a little upon what the advertiser puts in his space.

## BRADSTREET'S

Established 1849 Capital and Surplus, \$1,500,000

Offices throughout the civilized world. Correspondence invited

### Executive Offices:

346 and 348 BROADWAY, NEW YORK CITY, U.S.A.

### OFFICES IN CANADA:

Halifax, N.S.; Montreal, Que.; St. John, N.B.; Hamilton, Ont.; Ottawa, Ont.; Toronto, Ont.; London, Ont.; Quebec, Que.; Calgary, Alta.; Edmonton, Alta.; Vancouver, B.C.

C. G. SCHAFFTER, Supt.

Commercial Travellers' Building, WINNIPEG, Man.



The Beaver Washer with pulley attachment for engine drive. Pulley 8 x 2-inch face.

## Handle "Beaver" Washers

There are hundreds of lady prospects in your territory for "Beaver" hand and power washers. The most perfectly designed machines sold. Noiseless in operation; fine machine cut gears; very easily driven. The four-winged wooden slusher gives maximum motion to clothes, cleanses perfectly and does not damage the finest fabrics. Tub is made of choice seasoned Louisiana red cypress, beautifully finished. Get a sample on your floor. Every sale nets you a good profit.

### THE WATSON LINE OF QUALITY GOODS:

Whiffletrees	Wood and Pole Saws	Farm and Bush Sleighs
Root Pulpers	Boss Wood Harrows	Wheel Barrows
Bevel Jacks	Light Delivery Sleighs	Channel Steel Harrows
Push Carts	Boss Steel Harrows	Roller Crushers
Barrel Skids	Feed Cutters (7 styles)	Warehouse Trucks
Horse Powers	Harrow Carts	Grain Grinders
"Viking" Cream Separators	Hand and Power Washing Machines.	Pump Jacks

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Our  
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Offer

*John Watson Mfg. Co.*  
LIMITED

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### Automobilists' Attention!

We want good MEN to represent us in Manitoba  
 "UZIT" Sells on sight, to Automobile  
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### Automobilists' Attention!

Just what you have been looking for, a compound that saves Tires.

**No More Punctures    No More Blowouts**  
**Investigate and UZIT To-day**

Users are reporting 25,000 miles service from  
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**UZIT ONCE    UZIT ALL THE TIME**

SEND ONE DOLLAR FOR A TWO-DOLLAR CAN TO-DAY

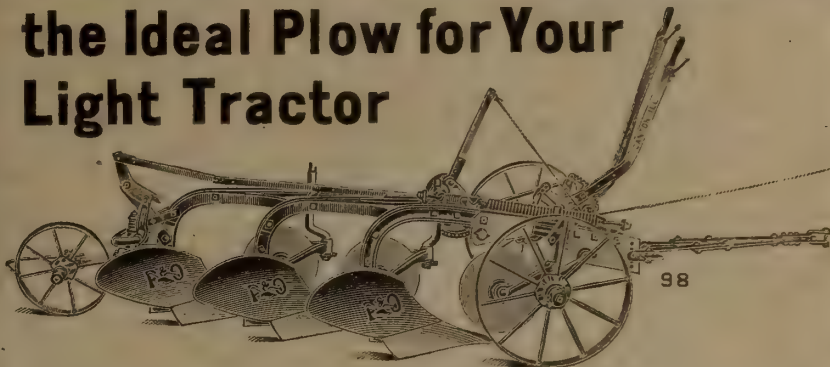
**BLAIS & CAMERON**

P.O. BOX 101

QUEBEC, P.Q.

# P & O

The P & O LITTLE GENIUS is  
 the Ideal Plow for Your  
 Light Tractor



ITS field record proves it. For three years it has gone out under all conditions and has unfailingly made good. It is helping to solve the labor problem by enabling one man to accomplish as much as formerly had been accomplished by two, three or four men. Its all around efficiency and the ease with which the tractor operator handles both plow and tractor have made it a favorite with tractor plowmen everywhere. In foreign fields, far from home and factory experts, it is the favorite plow because of its ability to stand up under hard work, without attention. There is no more rigid test to which a plow can be put. Though but three years old, the P. & O. Little Genius has gone into nearly every country where agriculture is practised.

Write now for circular or our catalog "P. & O. Tractor Plows," describing what we believe to be the finest line of tractor plows built.

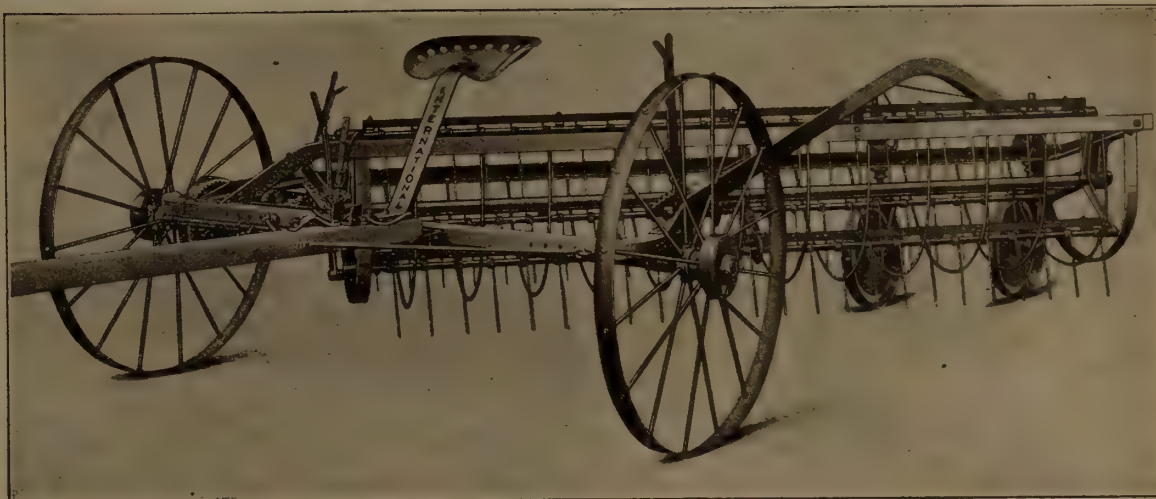
Built by PARLIN & ORENDORFF CO., Canton, Ill., U.S.A.

**International Harvester Co. of Canada, Ltd.**

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WINNIPEG    BRANDON    REGINA    SASKATOON    NORTH BATTLEFORD  
 YORKTON    ESTEVAN    CALGARY    EDMONTON    LETHBRIDGE

## The Farmers are Looking for Hay-field Economy



**DEERING** Mowers, Rakes and Tedders long ago became necessities in American farming. Year after year they have entered meadow and hay-field and made ready countless acres of hay for barn and stack. On thousands of farms each season, **Deering mowers, rakes and tedders** do their work with satisfaction and little attention, and are put away until the next year.

Farmers buy mowers, rakes and tedders in great numbers, with the name **DEERING** on them, because they know that these machines have every really good

improvement ever made in hay machines. They know there is no skimping in any parts (there never was, in **INTERNATIONAL HARVESTER** machines).

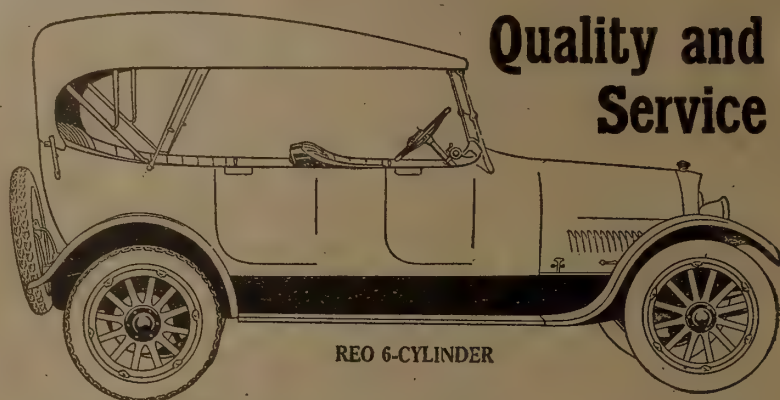
Make an extra effort this season in selling **Deering mowers, rakes and tedders, International Combined Side-Delivery Rakes and Tedders, and International Steel Windrow Loaders.** These tools mean good, easy hay-making, long service, and prompt repair service to dealer and farmer. It is important this year that everyone act early in order to be certain. Write to the nearest branch for information and assistance.

**International Harvester Company of Canada, Limited**

BRANCH HOUSES

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.;  
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 EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.





**Quality and Service**

REO 6-CYLINDER

These are the ideal characteristics in an automobile—whether you are a prospective purchaser or a dealer. Our long experience in the automobile business has taught us to select for distribution only the best cars.

## GRAY-DORT REO PEERLESS

Reliable, proven automobiles and at prices within the reach of every farmer. They give the greatest value in material, style and mechanical merit, and have every worth-while improvement and feature that makes for power, speed and reliability. Equipment is absolutely complete. These cars carry real selling points that will help you build profitable business in your territory. They are backed by big advertising campaigns and are known to farmers everywhere.

The freight situation is still in bad shape—and will be. We advise you to side-step disappointment by ordering your cars now. The dealer who can make deliveries is the man who will make the money this season. Ask for our special bargains in used cars and trucks. We have a few on hand—splendid values at snap prices. Write at once.

**JOSEPH MAW & CO., LIMITED**

FACTORY REPRESENTATIVES

112-118 King Street

Winnipeg, Man.

## EVERY FARM needs a BULL DOG WILD OAT SEPARATOR AND BARLEY CLEANER



Made to Separate WILD OATS from Barley and Tame Oats and DOES IT

IN 3 and 6-ROLL SIZES: CAPACITIES UP TO 40 BUS. PER HOUR

A special machine in which the grain passes down revolving corrugated rolls, tumbling on end and allowing the wild oats (thin berries) to go through the perforations, leaving a perfect sample of grain for seed. Grades tame oats perfectly. With or without power attachments and baggers. This is a big selling, profitable line in any territory. Dealers, now is the time to order a stock for fall trade.

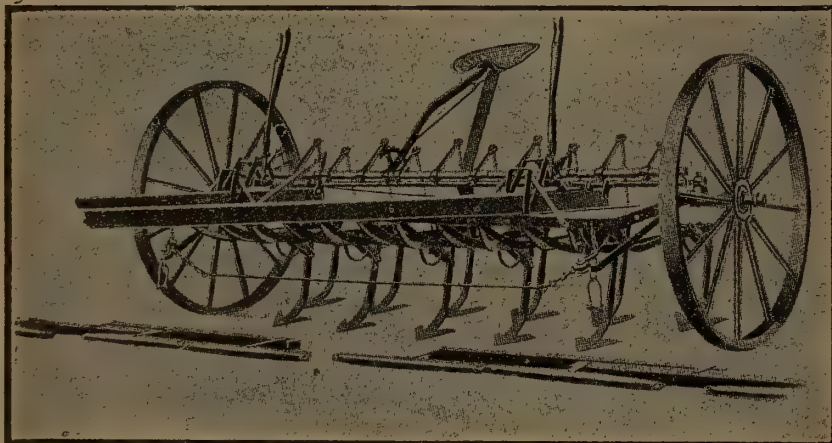
Specialists in Grain Cleaning and Grading Machinery

**TWIN CITY SEPARATOR CO., LIMITED**

Off Logan Ave. on Quelch Street

Winnipeg, Man.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta



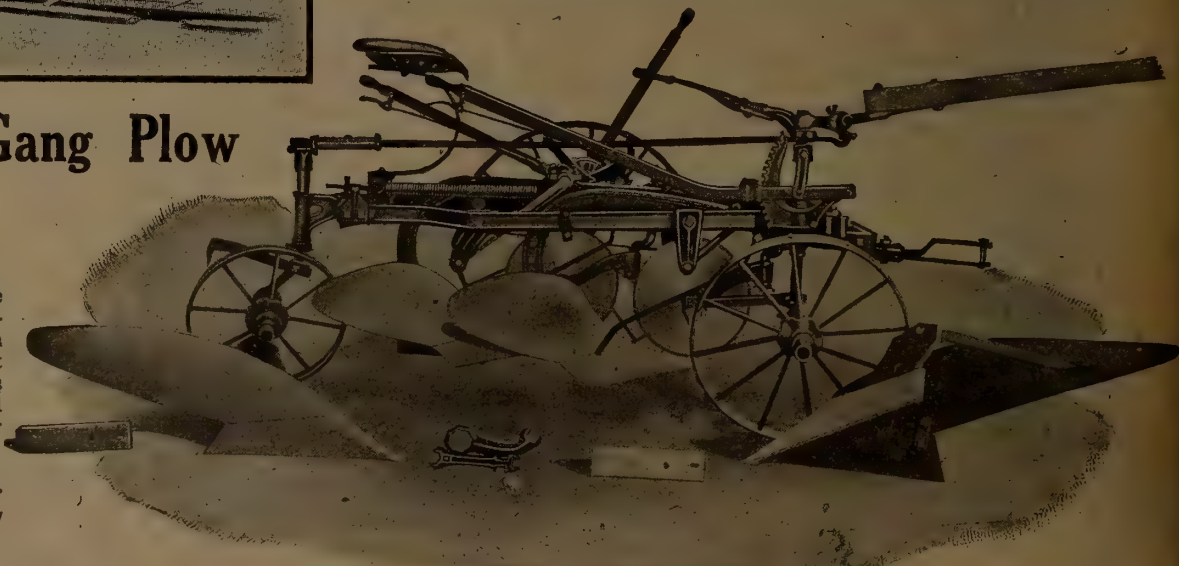
## T-A High Foot-Lift Gang Plow

FURNISHED IN SIZES:

12-in. Stubble	12-in. Breaker
14-in. Stubble	14-in. Breaker

We illustrate this plow equipped with stubble boards and points, and breaker bottoms alongside—front and rear view. All equipped with 15-inch swivel rolling coulters. T-A high lift gangs are supplied with 4, 5 or 6 horse hitch, as ordered. Built of highest grade materials and possessing exclusive features found in no other gang.

Get Prices and Literature on our Disc and Moldboard Plows and 10-20 h.p. Tractors



## T-A STIFF TOOTH CULTIVATORS

To Show Them is to Sell Them!

Built in Three Sizes: 7, 9, and 11 Teeth

For thorough cultivation and weed eradication the Tudhope-Anderson Cultivator is the best machine sold. Heavy, strong, yet light in draft. Exceptional clearance. Stiff, sagless frame. Individual, adjustable pressure on each tooth. Easily operated mechanism for raising or lowering. Hard, open hearth, crucible steel points; any size points supplied as desired. Ask for full particulars.

GET A SAMPLE ON YOUR FLOOR—NOW!

**TUDHOPE-ANDERSON CO., LIMITED**

WINNIPEG

REGINA

SASKATOON

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# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 6

WINNIPEG, CANADA, JUNE, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10 Cents



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Established 1865

HEAD OFFICE WINNIPEG  
Paid-up Capital \$ 5,000,000  
Reserve Fund 3,400,000  
Total Assets, over 140,000,000

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This bank, having 305 branches in Canada, extending from Halifax to Prince Rupert, offers excellent facilities for the transaction of every description of banking business. It has correspondents in all cities of importance throughout Canada, the United States, the Continent of Europe, and the British Colonies. Collections made in all parts of the Dominion, and returns promptly remitted at lowest rates of exchange.

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## CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA  
114 P. BURNS' BUILDING, CALGARY  
720 UNION BANK BUILDING, WINNIPEG

## SELL WATSON'S HARROW CARTS

Your customers want a Watson's harrow cart so that they can ride while harrowing. Light, yet very strong and durable. Gives very little extra draft. Seat set high, out of dust. Wheels, 36 inches high, have 3-inch concave steel tires—cannot collect dirt. Swivel axle allows cart to turn with harrow. Removable boxings in wheels.

### Send Your Orders—NOW

We have a good stock on hand. There's a big demand for our carts in any territory. Don't delay, but write at once for full particulars.

### Get Catalog and Prices



## STOCK GENUINE

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### SHARES



The steel in these shares is treated by secret chemical processes. Carbon, giving hardness, is evenly injected into each surface of the plate for one-third its thickness. Centre third is left tough and malleable. This gives a solid, one-piece share that is glass hard on the outside for scouring and tough on the inside to absorb shocks and strains. Ask us for prices on ACME shares—don't sell duplicates.

WE CARRY  
REPAIRS FOR  
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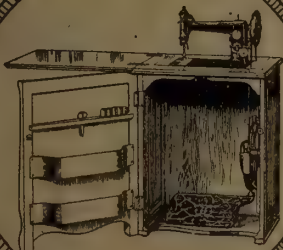
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Dominion Sewing Machine COLONIAL  
DESIGN  
RESEMBLES A BEAUTIFUL  
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An artistic piece of furniture for the home; also the highest grade sewing machine you can sell. Ask for special Catalog. Address the

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## Miller GEARED-TO-THE-ROAD TIRES

It will tell you the Exclusive Miller Plan for  
One Dealer in Each Locality

### THE MILLER TIRE COMPANY

155 PRINCESS ST., WINNIPEG, MAN.

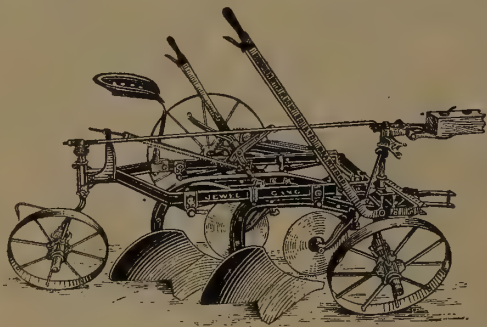
FACTORIES: AKRON, OHIO

If you cannot get a Miller Tire in your town write direct to us.



# COCKSHUTT

## Jewel Gang Plow



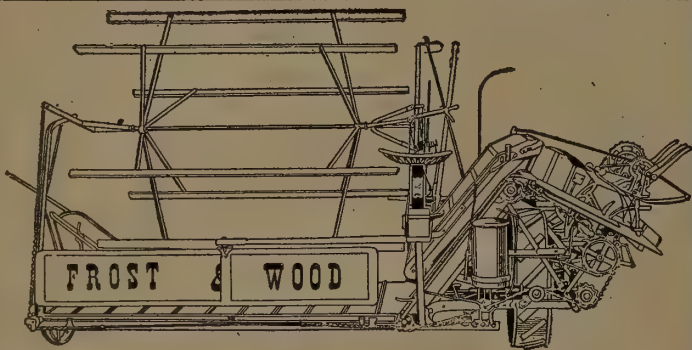
The Cockshutt Jewel Gang is lighter in draft—easier on horses and turns a nicer furrow than most plows of its type. Only plow builders of long experience with Western conditions can turn out plows of this class.

## Brantford Carriages



are made of the best selected material available, first quality one-piece leather upholstery, white oak shafts and poles, the best grade of wheels, heavy oak sills, forged steel bailey loops, extra large forged fifth wheel, 4 bow 26-ounce rubber top, rails nicked on brass, etc.

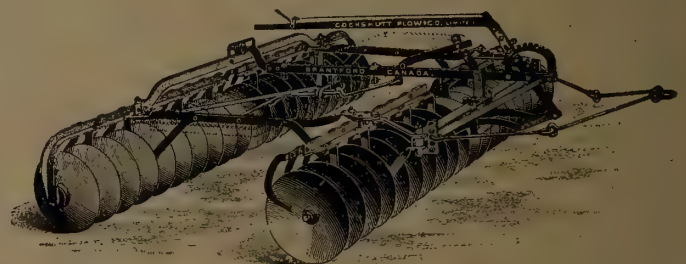
OUR MOTTO IS "QUALITY FIRST."



## Frost & Wood Binder

Easy to handle because the bull wheel and grain wheel are set further forward than on any other binder—right under the load. The whole machine is evenly balanced and EASY TO TILT. This is a big advantage in uneven grain, long and short, when it is necessary to tilt the Binder quickly and often to get all the grain.

Easy on the horses because all cumbersome weight has been displaced by the use of high carbon steel. All bearings are self-aligning—no pinching or binding on fast running shafts. Friction has been reduced to the minimum.



## Double Disc Harrows

for horses or traction engines, cutting 6 to 10 feet wide.

Our No. 1 Out-throw Disc Harrow is convertible into a double disc by attaching a No. 4 In-throw Disc with trailer attachment. One man does twice the work—no ridging the field.

SHIPMENTS ARE SLOW IN TRANSIT AND UNCERTAIN—ORDER NOW

# COCKSHUTT PLOW CO., LIMITED

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# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 6

WINNIPEG, CANADA, JUNE, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10c.

## Retail Merchants of Saskatchewan Hold Convention Implement Dealers Affiliate with Provincial Organization

The fifth annual convention of the Saskatchewan branch of the Retail Merchants' Association of Canada was held at Saskatoon on May 14, 15 and 16. Owing to the fact that many country merchants were carrying on their stores without help the attendance at the convention was not so large as in former years, but a great deal of important business was transacted, and the merchants present were unanimous regarding the advantages accruing from membership in the association.

This year the meeting was of great importance to implement dealers throughout Saskatchewan because of the fact that arrangements were completed in February last by the executive of the Saskatchewan Retail Implement Dealers' Association whereby that body was affiliated with the Retail Merchants' Association. It was felt that it was best to incorporate the implement organization with the other branches of retail trade throughout the province. The troubles of the implement men are fundamentally the same as those met with in other branches of retail business, and by joining the Retailers' Association they will have the powerful backing of the whole of the retail trade in the province as well as the benefit of the organization staff of the association.

### President's Report

In his annual report, President A. A. Evans, of Outlook, dealt with the growth of the association, emphasizing its development in Alberta territory. He also went into the matter of food control problems. As regards the association, it was stated that each province would be represented by an executive officer on the Western executive council. The council would be the controlling body in the western provinces, and would act in conjunction with a similar council in the Eastern provinces. The eight members from the various provinces form the Dominion Executive Council of the organization.

Reference was also made by the president as to the possibility of closer co-operation with the farmers' organizations, so that by merchants and farmers getting together many problems in local distribution could be solved, and the consumer be benefited thereby.

Among the resolutions passed was one in which the association impressed upon manufacturers and wholesalers the absolute necessity of further co-operation with the merchants if the latter are to meet in adequate fashion the increased cost of distributing merchandise. Another resolution dealt with an assurance to the government that the retailers were ready to co-operate in every way as regards the prosecution of the war and the production of food.

Appreciation was voiced of the efforts of the University of Saskatchewan in the plans made to incorporate in their curriculum a course in retail merchandising; also the advisability of holding a short course of extension lectures at some time during the term.

A strong resolution was passed against certain organizations who are selling memberships throughout the country, and professing to supply goods to their members at wholesale prices. The convention went on record as being opposed to manufacturers and wholesalers, whom retail merchants are supporting, supplying such concerns. Members were of opinion that the wholesalers have not exercised proper precaution in the best interests of the merchants and themselves in selling goods at wholesale prices to parties not engaged in legitimate retail business. This resolution was carried unanimously. A further resolution was in favor of any reduction of duty which will increase the production of foodstuffs, particularly that on farm implements and machinery.

A lengthy discussion took place on the subject of co-operative buying, it being stated that a lack of capital was the only

hindrance in the way of retailers becoming their own wholesalers and establishing a co-operative jobbing business. That a great saving would result in many lines of trade if manufacturers and commission houses would withdraw travelers from the road was admitted by many in the resulting discussion.

C. F. Rannard, in commenting on the farm machinery business, showed how the matter of duty on farm implements was one bound up with the whole economic status of the country. Canada is a debtor nation, said the speaker, and by purchasing goods in other countries we turn the balance of trade more heavily against us.

At the evening session, A. L. Struthers, Winnipeg, gave a very educative address on "Retail Efficiency." Mr. Struthers proved a very able substitute for Mr. E. B. Moon, of Chicago, the well-known community and trade development orator, who was unavoidably absent owing to sickness. Mr. Struthers pointed out the importance of seeming trifles and advised the use of practical psychology as a means of building business. Greater efficiency in buying, he considered of prime importance, while all merchants were advised to get away from credit business as far as possible. If selling price is too high, one thing that largely accounts for this is credit sales. It was further pointed out that reliable records were one of the greatest aids in retail efficiency, while window dressing, store arrangement and local advertising are essentials in business building in the retail trade.

### Fire Insurance Report

The third annual meeting of the Retail Merchants Mutual Fire Insurance Company was held Tuesday afternoon. The financial statement of the company showed an excess income for 1917 of \$5,279.70. The income of the company for that year totalled \$13,405.55 and the expenditure amounted to \$8,125.85. The com-

pany commenced on a very conservative basis. The amount of insurance in the company has doubled during the past two years. In unprotected communities the total amount of a policy is fixed at \$1,000 and in the protected areas the amount is \$2,000.

Joseph James, manager of the Retail Merchants Mutual Fire Insurance Company, in a short talk spoke highly of the prospects for greater prosperity by the company. With the increasing of the amount of risks the manager thought the amount of business would show a quick jump. He asked the merchants to co-operate with him in making the company a benefit to themselves and in making their insurance cheaper.

C. F. Rannard, president of the Manitoba Retailers' Association, spoke of the willingness of the Manitoba retailers to join Saskatchewan in the same mutual insurance company.

"It is better," said Mr. Rannard, "to have one strong company than two weaker ones. There will be less liability to the policy-holders. We expect equal or satisfactory representation on the board. A fair spirit of co-operation is all we look for. Our board in Winnipeg will scrutinise every policy and every risk. Our aim, which if not attained in one year, can be reached in two, is 1,000 policies at \$1,000 per policy. A large number of first-class risks may be obtained in short order. The usual membership fee would be necessary. The board rates would be in effect and a quarter of the premium allowed to the credit of the policy-holder."

### Effect of Dominion-Wide Effort

In dealing with the work of the Dominion Association, J. A. Banfield, Winnipeg, president of the Dominion Council, outlined what the Retailers' Association stands for and what it has done. He said in part:

"Our pledge—what the association stands for, is one to conjure with. Absolute honesty, co-operation in securing an equitable



system of taxation, uniformity in municipal accounting, and in the proper administration of civic affairs generally, furtherance of commercial education and instruction of the public on the importance of the retailer in the community, are our aims.

What has our Association done?

1. Coupons and rebatable stamps were once prevalent in all provinces. By Dominion legislation we have driven them out of business.

2. The false advertising act is soon to be the subject of legislation again.

3. Amendments to the Adulteration Act have been carried so that potatoes, etc., must now be sold by weight, not by the sack. Other amendments are under consideration.

4. The further extension of the gold and silver marketing act is at our instigation being prepared by the Hon. Geo. E. Foster.

Thus it is seen how valuable is the charter of this association in protecting the retail merchant.

On the last day of the convention, Dr. W. C. Murray, president of the University of Saskatchewan, in an address gave some very interesting data concerning the work done at the university, and how it had been affected by the war. He dealt with the question of courses for retail merchants, and considered that accounting courses would not fill the bill. Good, competent professors would be essential, and these were hard to get. The allowance of the university for the next year was restricted, so Dr. Murray advised the merchants to form a committee to discuss the question of merchandising courses with the proper officials. He promised the merchants his assistance to make such a course in Saskatchewan a success if it be decided that the university could inaugurate same.

S. McMicken, of Moose Jaw,

moved that the Retail Merchants' Association do all in their power to protest against the enforcing of the proposed freight classification seventeen, and that the association be represented before the meeting of the Dominion Board of Railway Commissioners in Saskatoon on June 12. The motion was passed.

#### Implement Trade Section

During the convention the implement dealers who were present held a series of trade section meetings, at which problems in connection with the trade were discussed. The following motion was laid before the convention as a whole:

"That whereas, after receiving complaints that farm implements are often sold at wholesale prices to the casual handler or user, the secretary be instructed by the executive to place this matter before the Wholesale Implement Associations in the province and ask for their co-operation to see that the privileges and facilities of jobbers' services be extended only to such parties as are prepared to provide the full services of a dealer to his clients."

This motion brought forth considerable discussion among the implement dealers, many of whom spoke on the resolution as drafted. It was contended that by selling to irresponsible parties who carry no repairs and give no service the wholesale trade did the dealer an injury. Such practice was by no means uncommon, and it was felt that the solution lay in strong representation to the wholesalers through their associations. Such a policy showed neither respect for the dealer nor gave him any measure of support. The retail men were especially anxious to have closer co-operation with the wholesale trade but strongly condemned such practices, and instances were given in individual territory where the dealer had suffered through

the lack of protection and consideration.

Some discussion took place on the question of contracts, and it was felt that organization on the part of the trade would lead to better conditions in this respect.

Dealers who had been members of the Retail Merchants' Association in Saskatchewan since its inauguration in that province spoke on the value of the organization, and it was the consensus of opinion that the amalgamation of the implement dealers with other branches of retail business was a step in the right direction. It was contended that with the weight of the retailers as a whole behind them, the result would be better business conditions in the retail implement trade throughout the province.

The bonding of dealers was another point which was taken up at some length, it being considered that some men were bonded who were worth nothing, and were of little value to the trade.

It was moved by G. Matheson, Craik, seconded by H. E. Hamilton, Unity, that the implement dealers ratified the action of the executive of the Saskatchewan Retail Implement Dealers' Association in affiliating with the Retail Merchants' Association as a trade section in that body. This was carried unanimously by the dealers present.

#### Advisory Committee

In connection with the appointment of an advisory committee for the carrying on of affairs connected with the retail implement trade as a section of the association, it was decided that no better men could be appointed than those dealers who had acted as executive for the former retail implement association. It was, therefore, moved, seconded and carried unanimously that these be re-elected to carry on the advisory work in connection with the implement trade section. These gentlemen are:

W. J. M. Wright, Regina; Geo. Matheson, Craik; Hugh Rorison, Moose Jaw.

A committee on resolutions was appointed and at a later session of the section a lengthy discussion took place on repair stocks. It was contended by those present that only in rare cases was the dealer in a financial position to carry a complete stock of repairs, as this entailed a heavy investment. Under the Farm Machinery Act in the province there should be better supervision as regards the repair stocks carried by machine selling organizations other than the various implement companies—such as the farmers organizations and the mail order

machine selling concerns. The repair situation and the question of the supply of essential machines was thoroughly debated.

#### A Provincial Repair Week

At the afternoon session on the last day of the convention the following resolution, moved by R. A. MacGee, Wolseley, seconded by W. J. M. Wright, Regina, was laid before the retail men:

"Resolved: That in the interests of greater production and to prevent unnecessary losses and inconvenience in the harvesting and threshing of this year's crop, our executive should urge on the government of the province to fix by an order-in-council one week in the near future to be called 'Saskatchewan Repair and Inspection Week,' and in which the farmers would be urged to make all possible preparations for the coming harvest by getting all binders, threshing machines, engines and other implements in first class repair, so that every available moment may be used in saving this year's crop, which is so important to the Allies as well as the people of the province.

"And, further, that we urge upon all implement dealers to spare neither time nor effort in providing necessary repairs, and in giving every possible assistance towards making the movement a complete success."

The mover, Mr. MacGee, Wolseley, pointed out the great importance of prompt repairs this year, and asked that all branches of the retail trade would aid in giving publicity to this movement. Never was there a time when it was so essential that no time be lost by the farmer. Preparedness for harvest would be the ideal aimed at, and if the retail trade were backed up by the manufacturers and wholesalers the result should be a great improvement in the early placing of repair orders. It was necessary that such a step be taken since in many cases repairs were hard to secure, owing to present conditions.

A. A. Thomson, Winnipeg, editor of "Canadian Farm Implements," gave the convention particulars of the success which had followed the inauguration of a National Inspection and Repair Week in the United States. The speaker considered that such a movement in Saskatchewan was of vital importance to the proper handling of the repair business under present conditions, while he also advised greater publicity as regards the early ordering of farm machinery, since factories were greatly hampered in their production, owing to the condition of the raw material market.

## RAPID-EASY GRAIN GRINDERS

### The Famous Line of Machines

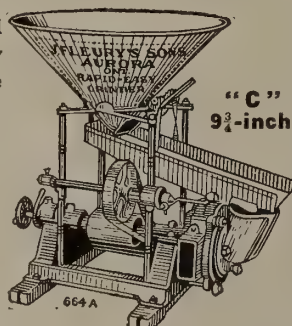
A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled.

A few styles and sizes are as follows:

No. A—6 inch. Plates (Flat)	2½ to 5 H.P.
No. B—8¼ " " "	5 to 10 H.P.
No. B—10 " " "	6 to 12 H.P.
No. C—9¾ " " " Mill Head	
Custom Work	5 to 12 H.P.

#### CUSTOM MILLS:

No. D—10½ inch Plates (Flat)	8 to 14 H.P.
No. D—11 " " "	8 to 16 H.P.
No. 7—13 " " "	15 to 25 H.P.



**J. FLEURY'S SONS .. Aurora, Ontario**

Medals and Diplomas World's Fairs, Chicago and Paris

WESTERN AGENTS: **THE JOHN DEERE PLOW COMPANY, LIMITED**  
Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge



Pictured Here is a  
Case 12-25



# CASE KEROSENE TRACTORS

## Customers Who "Stay Sold"

### Make Sales for Case Dealers

**WHEREVER** a Case Tractor is sold, there are bound to be other sales. Each Case machine is a wonderful recommendation. We know of many a county where one Case Kerosene Tractor was sold, and before very long it became a "Case County."

One example of customer satisfaction—and there are thousands of them—is shown in a letter from Mr. Emmet Henry of Verden, Oklahoma, written February 13th. He writes as follows:

"I cannot refrain from writing how I have succeeded with the Case 10-20 Tractor I bought through Buie & Wallace, Case Dealers, of Chickasha.

"I bought the tractor on the 11th of August, 1916. I plowed 300 acres last fall. I also pulled two 14-inch disc harrows with a 3-section drag harrow behind the discs, preparing a swath for wheat 15 feet wide at one throw.

"I can conscientiously say that I plowed and planted my wheat last year when it would have been impossible with teams for the reason that the land was of a gumbo nature and so dry and hot. We could not have plowed it with teams and gotten through in time to plant.

"I am satisfied with the increase in the yield of wheat over what it would have been.

"Will say for the machine, I have not had to replace a single gear.

"The Case 10-20 furnishes plenty of power to pull three 14-inch plows as deep as you wish, for I am using a 4 disc gang. The tractor has given good satisfaction, and I can recommend the Case to all who wish to farm right."

Thousands of farmers all over the country voluntarily express their appreciation of Case Kerosene Tractors. They tell the dealers, they tell us, they tell others.

It is needless to point out to progressive dealers the advantage of handling a line that "stays sold." You know its advantages. You know that it means a growing business.

There is no greater asset for any dealer than pleased customers. It is a Case policy to not only build superior power-farming machinery, but to be of service to the customer after he buys. It is the beginning, we feel, of a continued business relation.

We urge dealers everywhere to show farmers the advantages of Case Kerosene Tractors from the angle of continued satisfaction, fewest repairs and greatest usefulness.



## J. I. CASE THRESHING MACHINE COMPANY, Inc.

1124 ERIE STREET :: RACINE, WIS.

Founded 1842

Canadian Branches: Calgary, Edmonton, Winnipeg, Brandon, Regina, Saskatoon.  
Eastern Canada: Canadian Fairbanks-Morse Co., Limited, Toronto and Montreal.



By placing orders early the manufacturers could estimate the machine demand and secure stock for surplus production. Steel and iron were impossible to secure for surplus production over that necessary to meet the visible demand for machines.

Several members of the Retail Association spoke on this subject, heartily concurring with the resolution advanced by the retail implement men. On a vote being taken the resolution was carried unanimously.

At the closing session of the convention the following officers were elected for the coming year: President, H. D. MacPherson, Regina; first vice-president, J. J. Polson, Regina; second vice-president, D. McMicken, Moose Jaw.

#### What the Association Does for Merchants

The importance of every retail implement dealer in Saskatchewan belonging to the Retail Merchants' Association cannot be over-estimated. He will, for the small sum of \$13 annually, be banded together with his brother implement dealers, and will be another unit in the strengthening of a body which can do untold good for retail trade in every department. This live organization, affiliation with which will be of untold benefit to the implement dealers, gives the following particulars concerning its scope and some of the departments through which members can benefit. These are:

**Traffic Department.**—The association has a traffic department to

check members' freight bills and make claims for any over-charges, or to handle claims for lost or damaged goods.

**Insurance.**—The association has an insurance department to check insurance policies of members and answer all enquiries with regard to fire insurance. Then the mutual fire insurance, open only to members of the association, is making a reduction of 25 per cent on all renewal policies.

**Enquiries.**—All enquiries are answered regarding any matter pertaining to retail merchandising.

**Collections.**—There is a free preliminary collection service, which has recovered many accounts owing to merchants. Then the association has one of the most successfully operated collec-

tion agencies in the country. Time and again it has traced lost debtors and collected money that had been looked upon as lost by the merchants.

**Credits.**—Accurate reports on persons who ask for credit is given without any charge.

All interested and implement dealers are requested to get in touch with the secretary for the Retail Merchants' Association of Saskatchewan, F. E. Raymond, Canada Building, Saskatoon.

#### Power Drive and the Cream Separator

A strong argument for the power-driven cream separator is the saving it affords in time. No person who is making a success of life has any idle time on his hands. He is constantly in need of more and any method that saves time is worthy of consideration. The dairyman with a power separator can turn on his engine when he starts milking, and without further attention can empty his milk pails in the separator, so that when he is through with his milking he has the milk and cream separated—two operations completed in the time ordinarily required for one.

Where the power is derived from a water-cooled engine the user has another distinct advantage. The engine has warmed the water in its cooling tank to a temperature sufficient to permit of the water being used for flushing and cleaning the separator. The power separator user is, therefore, through with his work by the time the man who depends on arm power is ready to begin the irksome task of running his machine.

The method of applying power to a separator is extremely simple. Any separator manufacturer is prepared to furnish his machine equipped either for hand or engine power. With the power separator the engine can be connected by direct belt from the plain pulley of the engine. In such a case the size of the engine drive pulley is regulated by the speed of the engine and usually this pulley must be quite small.

But inasmuch as the engine is usually used for other purposes about the farm, a better plan is to drive the cream separator from a line-shaft. The line-shaft usually runs more slowly than the engine and permits of a larger driving pulley.

The best method of applying power, however, is the use on the line-shaft of a governing pulley. It is possible to regulate such a governing pulley so that it will revolve only at a certain number of revolutions a minute. This speed may be set to accommodate the speed of a separator.

### SELL BT HAY TOOLS

Many implement dealers are increasing their profits by selling BT Hay Tools. Four times as many BT Hay Cars are sold in Canada than all other makes combined. BT Hay Cars save labor. The war has brought about a great scarcity of labor. So every farmer needs a hay carrier outfit. Three lifts with the BT Sling Car will clean the rack.

### Write for Catalog

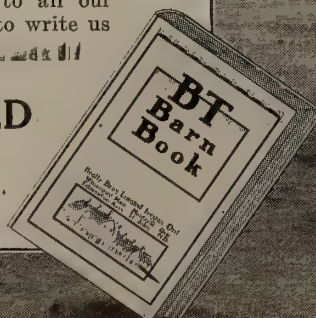
Write to our nearest branch for our new BT Barn Book and full particulars for a BT Agency. We still require real live agents in many Western towns. We help to secure prospects for our agents, and send our salesmen to help close them. BT equipment is extensively advertised in the Western farm papers. This big 352-page Barn Book is sent to all our agents' prospects upon request. It will pay you to write us at once.

**BEATTY BROS. LIMITED**

DEPT. G335

WINNIPEG, MAN.

EDMONTON, ALTA.





While the power-driven cream separator is the last word thus far in separating cream from milk, the efficiency of this operation depends upon the separator. In other words, a poor separator won't do good work, even though it is driven by power. An inferior separator is inferior no matter how it is propelled.

### The Making of Butter

Considering that practically every farm home is the natural resting place for a churn, the implement dealer does not sell as many of these essentials to butter making as he might. In making a drive for bigger churn business he will, however, find that a knowledge of how to make butter will be very useful when lining up prospects among the wives of his farmer customers.

Essentially good butter is the production of good clean flavored cream. To obtain practically all the cream from the milk and preserve it in the very best condition the use of a cream separator is necessary. A thorough cleaning and sterilizing of dairy utensils is essential to the production of first rate butter. The separator, which we hope you sold the lady, does its best work under these environments: When not operated too slowly, when the bowl doesn't wobble; when the milk is not too cold; in the absence of foreign particles and when the milk is not nearly sour.

Here are some of the handicaps that contribute to making churning irksome to the housewife and difficult in its normal process:

Temperature too low; cream too thin or too rich; cream too sweet; churn too full; ropy fermentation of the cream in the absence of the most sanitary conditions; the individuality of the cow; the cow being advanced in the period of lactation, and the feeds that produce hard fat.

The cream should contain about 30 per cent butterfat, and a gallon of cream will yield three pounds of butter. The cream should be kept as cool as possible until time for ripening, when it should be warmed to from 65 to 75 Fahrenheit. A thermometer should determine the temperature. Over-ripe cream makes a poor quality of butter. The churning temperature should be so regulated so as to require from thirty to forty minutes to do the churning; the butter granules should be firm without being hard.

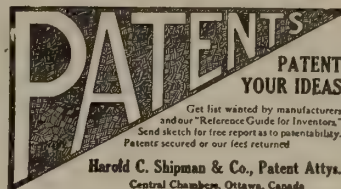
The churn should be stopped when the butter granules are the size of wheat grains and the butter in the granular condition

should be washed twice with pure water at about the same temperature as the buttermilk. Salt should be applied at the proportion of three-quarters of an ounce to a pound of butter. The product should be carefully worked until the salt is evenly distributed, and the butter should have assumed a waxy body and a bright appearance. Overworked butter has a sticky, greasy appearance, and a gummy grain.

Mottled butter is the result of an uneven distribution of the salt. Butter manufactured for the market should be in prints, wrapped in parchment paper, in cartons.

### New Tractor Concern

A new company has been formed at Winnipeg known as the Northern Implement Company, of which W. J. Leaney is manager and Frank Nilan sales manager. This organization has a machine shop, warehouses and truckage facilities, and will distribute the



Plow Man tractors, made by the Interstate Tractor Co., Waterloo, Iowa. Good supplies of these machines have already been received, and the company look forward to doing a big business. The capital stock of the incorporation is \$25,000.



### LONDON CONCRETE MIXER, No. 4

Capacity 40 cubic yards per day. Price complete with gasoline engine \$240. Pays for itself in 15 days' use. Built to last a lifetime. Send for catalog No. 1 K.

Agents wanted in all Unoccupied Territory

**LONDON CONCRETE MACHINERY CO.**  
Dept. K, LONDON, ONTARIO.  
World's Largest Manufacturers of Concrete Machinery



# The cream of the cream separator trade goes to the De Laval Agents

## THE DE LAVAL COMPANY, LTD.

LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA.  
Sole manufacturers in Canada of the famous De Laval Cream Separators and Ideal Green Feed Silos, Alpha Gas Engines, Alpha Churns and Butter-Workers. Catalogues of any of our lines mailed upon request.

WINNIPEG

VANCOUVER

MONTREAL

PETERBORO



## With the Trade in Saskatchewan

W. J. Bell, Regina, is doing good business in that territory with the Staude Mak-a-Tractor. He reports a steady demand.

The Canadian Avery Co., Regina, are busy with tractor and plow orders, and have excellent prospects for large separator trade this fall.

The John Deere Plow Co., Regina branch, are busy on plow orders, having had a great demand this spring for their well-known pony engine gangs.

The Western Implement Supply Co., Regina, in their new warehouse have a good stock on hand of binder and mower repairs, plow shares, and other implement specialties.

The Tractor Co., Saskatoon, distributors for Happy Farmer tractors, report supplies satisfactory, and are filling orders

throughout the territory for the 12-24 h.p. machines.

H. A. Jones, Hamilton Street, Regina, is distributor for the Bates Steel Mule and Monarch tractors, Caterpillar machines, which are stated to have given good service wherever used.

The Western Corrugated Culvert Co. report a good demand for their culvert lines and road making machinery. Manager Richardson will exhibit their lines at the leading western fairs this year.

R. Rasmussen, manager of the Winnipeg Steel Granary and Culvert Co., Regina branch, had a very good pickler business this spring. In the sheet metal trade material supplies are hard to obtain.

The Universal Tractor Co., Saskatoon, distributors for the Moline tractor in Saskatchewan territory, have received several machines, all of which are sold and giving good service to the customers.

The Regina branch of the Ontario Engine and Pump Company are finding a good demand for their lines, with supplies satisfactory in most cases. Manager

Thom looks forward to a busy summer and fall trade.

With the Garden City Feeder Co., Manager Barker reports that the trouble is to get feeders enough to supply the demand. He, however, will have the goods to take care of all orders in time for threshing this fall.

Norman Cox, Saskatchewan, distributor for the Cleveland Caterpillar tractor, states that the demand for these machines exceeds the supply to date. He looks forward to large shipments in the immediate future.

C. P. Kite, sales manager for the Regina branch of the Sharples Separator Co., reports business as excellent and dealers doing a very good trade, especially in Alberta territory. He states that supply conditions are satisfactory.

Despite a shortage of skilled help, the Geiger Welding Works, Saskatoon, are turning out a large repair business. Their specialty is repairing automobile, implement and engine parts by the oxy-acetylene welding process.

The Wholesale Implement Association at Regina is in a very flourishing condition. Secy. C. N. Larsen, of the International Harvester Co., reports that the membership is now close on thirty. Regular meetings are held.

Manager Houghton, of Farm Machinery Manufacturers, Saskatoon, is arranging for a demonstration during June of the Jackson Sheaf Loader, which is handled by the company. A fair supply will be made for this year's demand.

At Saskatoon, Walter Gratias, at his warehouse on 23rd Street, is displaying the Lauson tractor, and reports that prospects are good for summer and fall sales of his line. Mr. Gratias is provincial distributor for the Lauson machines.

The Winona Tractor Co., Regina, are located in their new warehouse, north of the tracks, and are ready for business. The main difficulty experienced by the company is to get shipments in sufficient quantity to meet the demand for machines.

It is reported that E. J. Benedict, manager at Regina for the Emerson - Brantingham Implement Co., has resigned, and will return to the United States, where he will enter the farm machinery field as a distributor. Good luck "E. J." wherever you locate.

Manager Fuller, of the Sawyer-Massey Co., Regina, reports business as excellent, although the supply of small tractors makes it hard to meet the

phenomenal demand. The company have had a record business this spring, and are doing a large threshing trade.

Bert Conway, farm machinery distributor, Regina, has been finding business good throughout the territory. An especially good harness and buggy demand is evident, despite all the talk we hear of the passing of the horse. Mr. Conway is Saskatchewan distributor for Viking Cream Separators and several vehicle lines.

O. L. McQuay, Westman Chambers, Regina, is now distributor for the Matthews Electric Light and Power Plants, manufactured by the Consolidated Utilities Corporation, Chicago. These plants are automatic and are built in a variety of sizes. They are especially designed for farm use and should be a good line for dealers.

During the past four months the tractor companies in Saskatchewan have had a phenomenal demand for light tractors. The trouble has been not to sell the machines, but rather to get shipments in sufficient quantity to meet the demand. It is felt by most organizations that the summer and fall trade in tractors and tractor implements will be away ahead of any previous year, if only the factories can get the goods into the territory.

The secretaries of the Fairs at Regina and Saskatoon look forward to especially good farm machinery displays at the 1918 fairs in these centres. Owing to the many new types of tractors now being handled in the province, it is stated that the exhibits of these modern farm machines should be away ahead of the showing made in past years. Distributors fully realize the value of the summer fairs from a publicity standpoint.

The New Home Machinery Co., Saskatoon, are filling good orders for Parrett tractors, which, according to reports, are giving excellent satisfaction wherever used. Manager Elwood is hard at work supervising the erection of the New Moody combination threshers, of which a large supply are now on hand. With excellent railroad facilities and large warehouse space, the company are in good shape to give dealers prompt service of the various lines which they distribute.

We have been trying to think up something mean enough to say about these one-sided blotters, but fail to arrive at anything adequate. Assistance in the worthy cause is prayerfully solicited.

## "Bissell" AND Service

ARE ONE. The Implements bearing the Bissell trade mark stand always for service—one goes with the other—Bissell Disks have time and again made a record for themselves doing double the work against all competitors.

The merit of the Bissell implements is strikingly proven by letters from representative farmers in Canada, United States and New Zealand—one of our many satisfied users writes as follows:

Mervin P. O., Sask., Canada.  
T. E. Bissell Co., Ltd.,  
Elora, Ont.

Dear Sirs:—

Your Disk, which I have used for ten years, has given me excellent satisfaction. I have only put one plate on as regards repairs till now, and I think if new ball boxes are furnished, it will run another ten. It has been over some of the roughest ground in Saskatchewan as our land is mostly scrub and some heavy timber, besides a few stones, and it is a wonder it is not all to pieces by now, so that on the whole it cannot be beat for durability and light draft. I remain, Yours truly,

George Spencer.

The particular impressing feature of "Bissell" implements is their durability. Words of Praise encourage us to make "Bissell and Service" greater than ever.

The name Bissell has the confidence of all farmers because of the assurance they have in the service and guarantee that backs up the implement bearing the name. Recognition of this fact is the Foundation Stone of Bissell's Service.

T. E. BISSELL CO. LTD.  
ELORA, - ONT.

## DOMINION - REID Cream Separators

Separates Milk by Natural Gravity

One Model Suits any size of herd

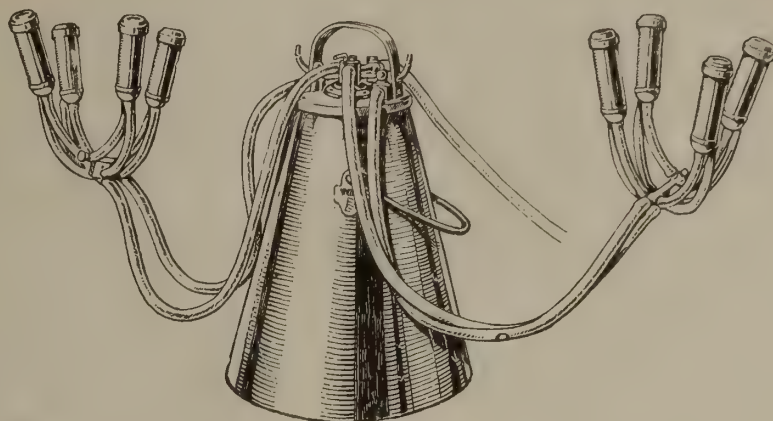


Get Exclusive Territory

The Dominion Reid sells at a price that meets any competition, and gives you a good profit. Silent, smooth-running, simple construction. Highest grade materials; self-balancing bowl. Easily cleaned. An absolutely clean skimmer. Ask for particulars and liberal agency offer. Write at once.

Dominion Sewing Machine & Phonograph Company  
300 NOTRE DAME AVE., WINNIPEG





## FOR SERVICE TO YOU

**R**ECOGNISING the need for better facilities for serving Western Implement Dealers and their customers, which need has been brought about by the rapidly increasing Sales volume of EMPIRE MILKING MACHINES, EMPIRE CREAM SEPARATORS, EMPIRE GASOLINE ENGINES and EMPIRE ELECTRIC PLANTS, The Empire Cream Separator Company of Canada, Ltd., has appointed as its Western Canada Sales and Service Agents

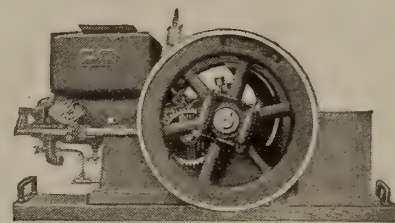
**ROBINSON-ALAMO, LIMITED**  
140 Princess Street, Winnipeg, Manitoba

Robinson-Alamo, Ltd. are fully equipped to take care promptly of Empire Dealers in Western Canada.

This new selling arrangement is made for **Service to You**—Service to every Implement Dealer in the West.

Some Dealer in your territory is going to take advantage of it and make a big profit on EMPIRE Machines. If there is not already an Empire Dealer in your locality, **YOU** should become one. Investigate the Empire Line now—next season will be too late—someone else will be “cashing in” by that time. Open territory is limited.

Write or wire to-day for our liberal Dealer's Proposition on either Milking Machines, Cream Separators, Gasoline Engines or Electric Plants; or better still, on the entire Empire Line.



## THE RECOGNISED STANDARD

**N**EARLY every field of endeavor has its recognised standard—one manufacturer's goods that always loom up first in your mind when a product of its nature is mentioned. It's true of cameras, pianos, locks, crackers, speedometers, watches and a host of other products. And it's true of Milking Machines.

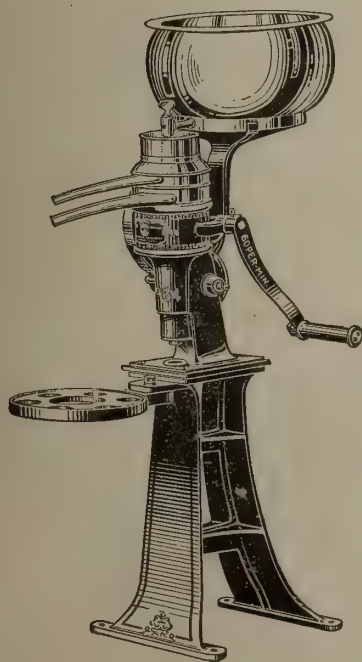
Visit the homes of prize winning stock of all breeds, go to the dairy farms whose chief object is the production of large quantities of milk or go to the small farmer who has only a limited number of cows: everywhere you'll find the dominating milking machines to be

## EMPIRE MILKING MACHINES

From a superior mechanical standpoint, the Empire stands head and shoulders above all competing machines. You have more good, sound, practical mechanical talking points to help you sell the Empire than you ever dreamed existed.

The same is true of Empire Cream Separators, Gasoline Engines and Electric Plants. They are built right. They are economical to run, and, quality considered, their original cost is very moderate.

You should be the dealer in your territory to handle the Empire line—the recognised standard of dairy machinery. Write at once for full particulars and our liberal dealer's proposition. Act without delay, for the stupendous demand for Empire Milking Machines and other dairy machinery will far exceed the output this year, despite our immensely increased capacity.



**ROBINSON-ALAMO, LIMITED**  
WINNIPEG MANITOBA

**EMPIRE CREAM SEPARATOR CO. OF CANADA, LTD.**  
146 CRAIG ST., WEST MONTREAL, QUEBEC



## Farm Implement Industry to be Licensed in U.S.

By a proclamation signed May 14th the President of the United States requires all individuals, partnerships, associations and corporations, except those specifically exempted by the Food Control Act, engaged in the importation manufacture, storage and distribution of tools, utensils, implements, machinery, and certain other farm equipment, to secure Federal licenses not later than June 20, 1918.

### Requirements of Licensees

The Secretary of Agriculture is directed to carry out the provisions of the proclamation and the regulations thereunder. Licensees are required to furnish information regarding their businesses whenever it is thought necessary by representatives designated by the secretary, and must permit such representatives to inspect the

property and records pertaining to their business. Information obtained in this manner is not to be disclosed without authority. Unjust profits, resales within the trade without reasonable justification, attempts to monopolize, unreasonable increase of prices or restriction of supplies, and wilful waste of farm equipment are prohibited. Also licensees are forbidden to sell farm equipment to persons known to have violated the Food Control Act.

The proclamation states that it is essential in the interests of national security and defense "to assure an adequate supply and equitable distribution and to facilitate the movement of foods, feeds, fuel, including fuel oil and natural gas, and fertilizer and fertilizer ingredients, tools, utensils, implements, machinery, and equipment required for the actual

production of foods, feeds, and fuel, hereafter in this act called necessities; to prevent, locally and generally, scarcity, monopolization, hoarding, injurious speculation, manipulations, and private controls affecting such supply, distribution, and movement, and to establish and maintain governmental control of such necessities during the war."

### Regulations Very Definite

The regulations in connection with this legislation fully define the vast majority of farm implements and machinery of all kinds, also cover attachments and repair parts for same. No loophole exists in the regulations, which in the text cover, beyond specific machines, all "implements and machinery required for farm use in the actual production of foods and feeds."

Such licensee must give representatives of the Department of Agriculture any necessary information concerning the business. Written reports, when requested by said representative, shall be made on blanks furnished by the Department of Agriculture, giving complete information regarding or affecting transactions in any farm equipment, which is imported, manufactured, packed, purchased, contracted for, received, sold, stored, shipped, or otherwise handled, distributed, or dealt with by the licensee, or which is on hand, in the possession, or under the control, of the licensee, and any other information concerning the business of the licensee that such representative may require from time to time.

All agents and employees of the government are compelled to hold secret such knowledge as they may acquire concerning any implement business while in the regular course of their official duties. The seventh regulation states as follows:

"A licensee shall not import, manufacture, store, distribute, sell, or otherwise handle any farm equipment on any unjust, exorbitant, unreasonable, or discriminatory and unfair commission, profit, or storage charge."

The eighth regulation states that a licensee "shall not resell any farm equipment within the same trade without reasonable justification. Any such resale without reasonable justification, especially if tending to result in a higher market price to the retailer or consumer, will be deemed to be a wasteful practice."

This law enforces the licensee not to buy, contract for, sell, store or handle any farm equipment for the purpose of unreasonably increasing the price or restricting the supply of any such commodity. Further, he cannot sell farm equipment to any person who has made an unjust profit in selling or handling such goods. The thirteenth regulation enjoins that a licensee under the act shall not make any misleading representation which tends to enhance the price of any farm equipment. The issuing or making public of market quotations, or any statement to any person regarding the price at which any farm equipment is being sold, which quotation or statement cannot be verified either from the records of such licensee or from the records of other licensees, shall be considered as making such a misleading representation.

### Western Manufacturers Meet

The Prairie Provinces branch of the Canadian Manufacturers' Association held its annual meeting at Winnipeg on May 28. The following officials were elected for the coming year: Chairman, N. W. Warren; vice-chairman, E. Parnell. Among the executive council is J. W. Ackland, head of the D. Ackland and Son Co.

## Implement Business for Sale

Going concern in centre Saskatchewan. Large trade territory—all prosperous farmers. Last year the turnover was in excess of \$95,000.00. Building 25 x 132 ft.; two stories in front. Upstairs rented, bringing good revenue. Property, 50 x 132 feet, frontage on main street of town. Best machine lines being handled—and splendid local connection built up.

### FIRST CLASS PROPOSITION FOR A LIVE IMPLEMENT MAN

Price for property, \$5,500. Terms, \$1,000 cash, balance in two years. Discount of 5 per cent for all cash. Stock and repairs at invoice prices. Will take in purchaser for balance of season at salary, or give immediate possession. Owner selling out on account of ill-health. You will never get a better opportunity than this for a money making business. For further particulars,

Write at once—Address Box M.,  
Canadian Farm Implements Winnipeg

## The Monarch Track

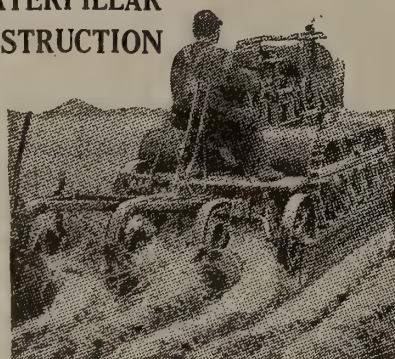


for performance at all times and under all conditions.

WRITE, PHONE OR WIRE  
FOR PRICES

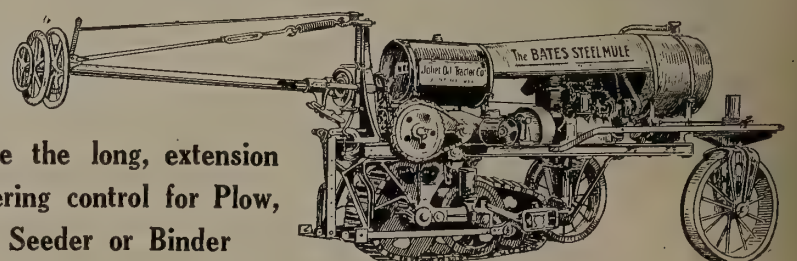
There is nothing in the Tractor World that compares with the

### CATERPILLAR CONSTRUCTION



THE MONARCH TRACTOR

## The Bates Steel Mule



Note the long, extension steering control for Plow, Seeder or Binder

H. A. JONES

1750 Hamilton Street  
REGINA, SASK.

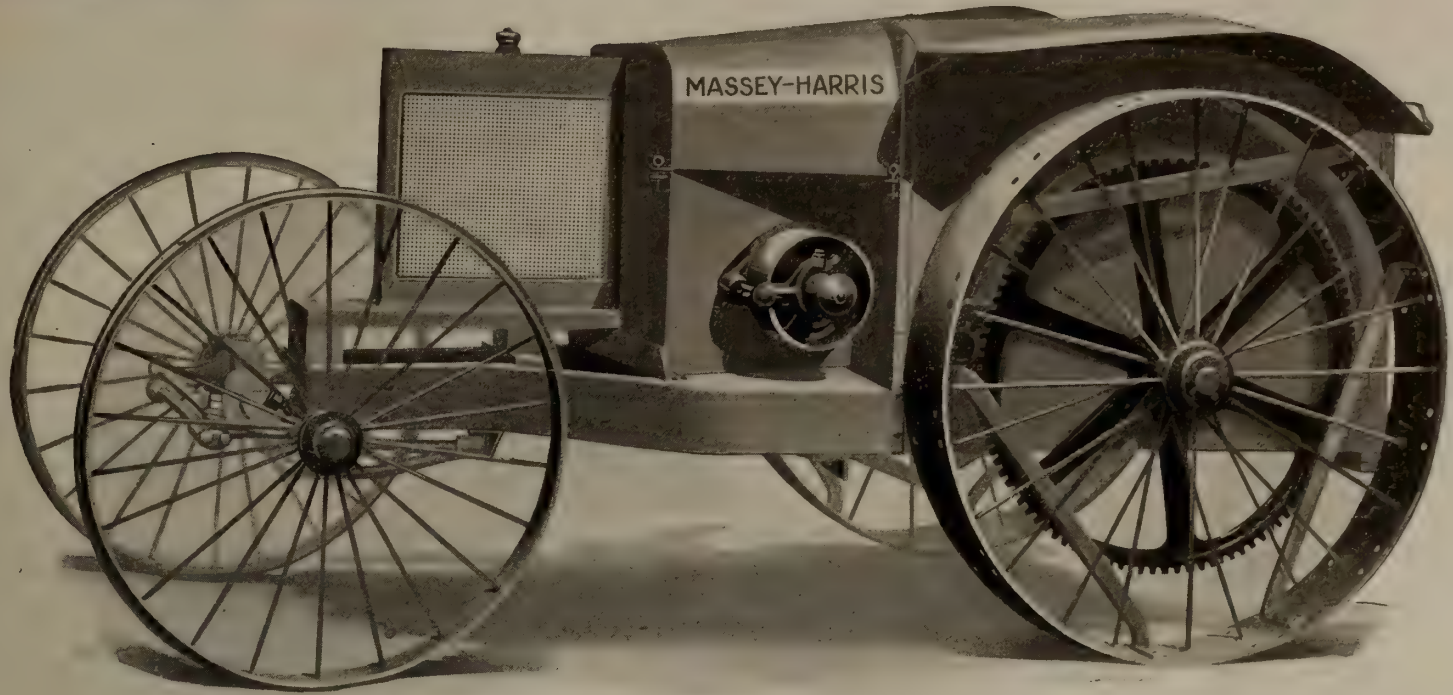
WESTERN DISTRIBUTOR FOR

MONARCH and STEEL MULE TRACTORS and VULCAN PLOWS

Full Stock of Repairs Carried.

Day and Night Service.





## See These Machines at Brandon

Massey-Harris Tractors and Tractor Plows will be shown at the Brandon Plowing Demonstration, July 23, 24, 25, 1918

### MASSEY-HARRIS TRACTOR 12-24 Horse Power

SOME of the Features deserving of especial mention in the Massey-Harris Tractor are: an Underslung Frame which gives a low centre of gravity, the Flexible Front Axle Connection to avoid strains on uneven ground; Short Turning Radius, although the Front Wheels are of large diameter; Transmission through Spur Gears exclusively; Belt Drive from Pulley without Gears; Easy Control; Ready Access to all Parts.

### MASSEY-HARRIS TRACTOR PLOWS 2 or 3 Bottoms, convertible

EXCEPTIONALLY rigid construction; Two Levers within easy reach of the operator on the Engine regulate the depth of plowing; By simply pulling a rope the Power Lift operates to raise or lower the Plow as desired; The Hitch has wide range of adjustment both vertical and lateral, and being stiff, permits the Plow being backed.



### MASSEY-HARRIS CO., LIMITED

HEAD OFFICES: TORONTO

Branches at

MONTREAL  
WINNIPEG  
SWIFT CURRENT

MONCTON  
REGINA  
CALGARY

YORKTON  
SASKATOON  
EDMONTON



### A New Motor Fuel

A new engine fuel has been developed in France, which is reported to be highly valuable, as most favorable results have been obtained by a series of tests. This new fuel is a product of distillation of heavy oils obtained from

coals, and all the by-products will be available for the preparation of explosives. One of the main features of this new fuel is that it does not foul the cylinders. Substitutes are now receiving increased attention, especially in France and Great Britain, where the possibilities of alcohol, although recognized in some quarters so far have not been encouraged.

### Small Thresher Trade

Without suitable power there would be nothing gained by the farmer owning a thresher if he had to buy motive power for that use alone. But with the individual threshing outfit he has an engine which he can use for a multiplicity of purposes, while if he has a tractor he has a means of doing all belt and haulage work and is a direct prospect for a separator for individual use.

It has been stated by one who has carefully analyzed the conditions affecting grain threshing that the farmer who harvests 100 acres and upward of small grain pays every five years for custom threshing a sum equal to the cost

of an individual thresher large enough for his needs and with which he could, if disposed, thresh for some of his neighbors.

Economy, that is, actual saving in threshing cost, is not the only thing to be considered in this connection. The farmer who owns a threshing outfit threshes when the conditions as he sees them are most favorable. He is not subject to the delays which may arise for one who depends on the custom thresherman.

There are few if any articles in the power machinery line which hold out greater promise for business to the dealer than the individual threshing machine.

### Warning the Trade as Regards Machine Supply

The sales managers' department of the U.S. National Implement and Vehicle Association met recently in Chicago. Considerable analysis took place regarding the elimination of implement types. It was stated that in plow and tillage implements 1,113 changes, involving 136 types of implements, had been recommended. Firms have also agreed to the elimination of forty of the seventy sizes of drills and seeders.

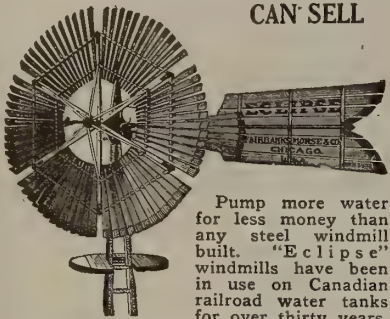
At this meeting it was the unanimous opinion of the sales

managers that continued delays in procuring material and the lack of transportation facilities make it imperative that jobbers and dealers place their specifications for 1919 requirements as far in advance as possible. It was also stated that the manufacturers have been urged by the priorities board at Washington to place their orders for steel and other materials six months in advance of needs. One of the sales managers stated emphatically that dealers and farmers must anticipate next season's needs well in advance of the using period if they would protect themselves from shortages.

### Motor Plows in Sweden

H. Cassel, a Swedish inventor, has patented an invention for transferring electric power to self-propelled motor plows and other farm machines. A limited liability company has been formed and a series of experiments carried out with motor plows at Elfsjo are said to fully prove the value of this invention. The machines carry their individual motor, the power being supplied from rural power supply systems. The development of such a system has remarkable possibilities on the North American continent.

### "Eclipse" Windmills ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL

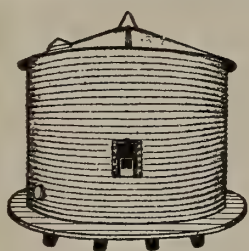


Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

#### Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited  
Saskatoon WINNIPEG Calgary



### SATISFACTORY SERVICE AND PROFIT

ARE TWO THINGS REPRESENTED IN

**MAX** PORTABLE  
CORRUGATED  
GRANARIES

Your customers will appreciate that a satisfactory service of 12 years in Western Canada is a guarantee of experience that insures a good investment and you will find the sales easier to make on this account.

Get into touch to-day with this money making proposition. Full information on request.

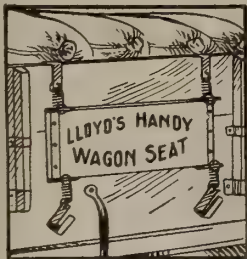
### Winnipeg Ceiling and Roofing Co., Limited

Manufacturers of Sheet Metal Building Goods and Farm Specialties

P.O. Box 3006 F.I. 318

Winnipeg, Man.

The Long, Long Trail to the Homestead  
Looks Easy when Your Customer sits on a



The Wagon Loaded

**LLOYDS  
LOW-DOWN  
SPIRAL SPRING  
WAGON SEAT**

Fits Any Wagon or  
Sleigh Box Made



Going Home

When your customers come to town, show them the Lloyds Wagon Seat. They won't go home without one in their wagon or sleigh box. It gives comfort, protection from the wind and complete control of the team. Carries 600 lbs. with ease. Order your wagons without seats, and sell the Lloyds. The price is right. Get a stock now, and watch them sell themselves.

**WAWANESA WAGON SEAT COMPANY**  
WAWANESA, MANITOBA.

### The "Donalda" Sectional House

Manufactured and Distributed by  
**FINNIE & MURRAY, LTD., Winnipeg, Man.**



The Donalda is specially designed for the camper, homesteader, hunter, prospector, etc. It is a portable house of beautiful appearance. No experience is necessary to erect the Donalda. All the sections are interchangeable and reversible. No tools are required or nails used; the sections are all bolted together and tightened by thumb screws. The floor is tongued and grooved and locked together by a key board. All opening sections are covered with wire screens, with awnings which can be opened and closed as desired.

**DEALERS:** This house should be a big seller in your district. We can quote special prices to agents, allowing a good profit. Stock sizes, 8 x 10 to 10 x 16. Other sizes to special order. Write us for particulars and special booklet.

We also Manufacture Tents and all Canvas Goods. Write for Catalogue



**Hay Tool Trade**

Now is the time for lining up hay tool trade. Hay growers are in a receptive mood. Have a good display of hay tools on your floor and get the prospects into your store. Hay crops are coming along and the mere sight of your hay tools should be a big inducement to trade at this season. If you represent a line

which is well advertised, so much the better. Mowers, loaders, side delivery rakes—brush up every argument you can think on and go after hay tool trade tooth and nail. Advertise your line in the local papers, call farmers up on the phone; send out circular letters, show that you are the hay tool center in your territory and you will find that the result will be bigger hay tool business.

**I.H.C. Twine**

The weight of I.H.C. twine balls this year is almost double what it used to be, to be exact, 8 pounds compared with 4.8 lbs. of the former product. A 50-pound bale of the new combination twine balls can be shipped, says the company, in approximately 30 per cent smaller space than could the former regular bale. This 30

per cent saving is important in these times when space in freight cars is limited. The new bales also require less warehouse space, which is desirable. When the farmer puts two of these new combination balls in the twine can he has 66 per cent more twine than he used to have. That suits the farmer because he does not have to stop so often to renew the supply.

# Cushman Goods Cinch the Sales

Every Dealer knows that the nearer he can come to carrying exactly what his customers want, the bigger his sales will be. The in-built quality of Cushman goods, backed by prompt service and unequalled reputation are the reason why Cushman dealers everywhere do big profitable business.



**The Langdon Ideal Automatic Self-Feeder**

Guaranteed to feed perfectly to full capacity any make or size of separator.

The one feeder that governs according to the condition of the grain. Operates on the principle of hand feeding, handling the dry, straight bundles very fast; the wet, tough, tangled ones are delivered more slowly. Separator and engine have absolutely uniform and even load all the time.

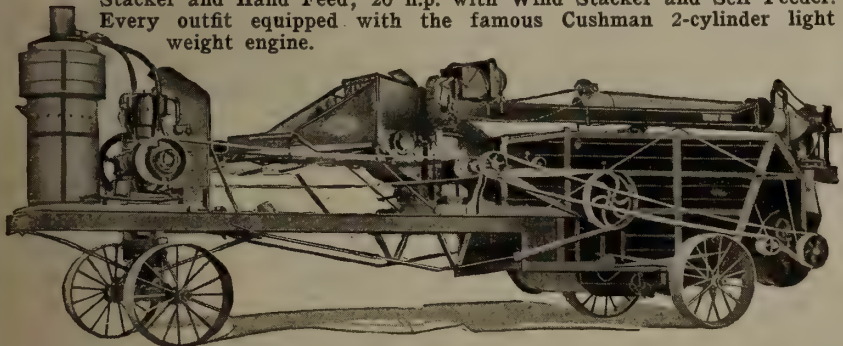
## BACKS UP EVERY CLAIM—AND IN THE FIELD

The Langdon Automatic Self-Feeder makes Friends everywhere. The feed is controlled and governed so that it is impossible to slug the cylinder while pitchers cannot overload the separator. Don't delay, but get particulars and prices of Langdon feeders NOW. We are exclusive selling agents for this line in Western Canada. Full particulars sent on request.

## Sell Cushman Light-Weight Combination Threshers

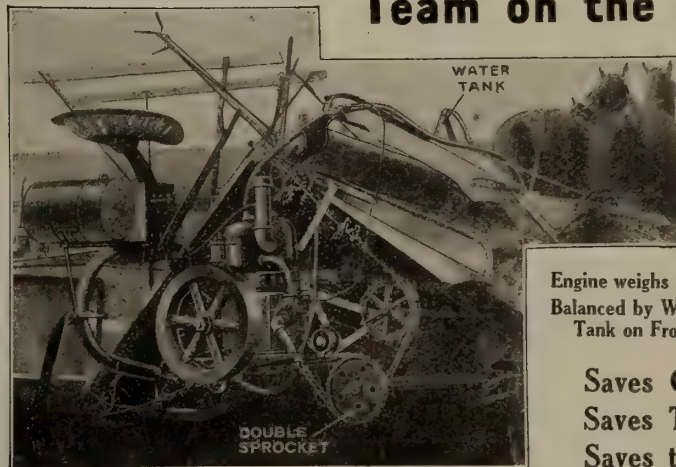
1918 Model—Tried and Tested—Made in Three Sizes

8 h.p. with Straw Carrier and Hand Feed; 15 h.p. with Wind Stacker and Hand Feed; 20 h.p. with Wind Stacker and Self Feeder. Every outfit equipped with the famous Cushman 2-cylinder light weight engine.



Our 1918 outfits carry many distinct improvements. They have proven to be unequalled for threshing flax. Rigid, strongly braced frame; has sliding base for regulating belt tension. And behind all is the famous smooth running Cushman Light Weight Engine. For good work, quality and durability, our outfits are the best you can sell. Get the agency—now.

## Cushman Binder Engines save a Team on the Binder



The original and successful Binder Engine

Engine weighs only 167 pounds  
Balanced by Water Cooling Tank on Front

Saves Grain  
Saves Time  
Saves the Binder

Sell the Cushman—the one binder engine that is used in the grain fields all over North America, from Texas to North Alberta; the one binder engine that has ten years of successful work behind it; the one binder engine that has proper attachments to fit any make of binder in use.

## Help Out Busy Housewives by Selling Them

**"KLEAN KWICK"**

A Full Line for Hand or Power—Strong Wringers

## Vacuum Washers

Here is a washer that the dealer can make money on. You have lady prospects in both town and territory, and every washer sold makes the purchaser a feminine booster for your business.

Tubs made of either cypress or copper. Revolving stomper rotates, raises and lowers, forcing hot suds through clothes by air pressure and suction. Do not damage the finest fabrics. All gears machine cut; all working parts guarded. The most efficient washers made. Let us send you particulars of this big selling line.



**Our Prices and Terms will Interest You. Cushman Dealers Get the Trade**

**CUSHMAN MOTOR WORKS OF CANADA, LIMITED**

Dept. E. **WHYTE AVENUE and VINE STREET, Winnipeg, Man.** Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

Exclusive Selling Agents for: Combination Threshing Outfits—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators



### Serving the Trade in Alberta

In the supply of specialty lines the firm of D. Ackland and Son, Winnipeg, have made great progress in a remarkably short time. The pioneer blacksmith supply concern in the Canadian West, the Ackland organization have developed their factory system to a remarkable degree. They now have two large woodworking plants in Winnipeg in

which wood goods of every kind are produced—semi-finished and finished. In their large warehouses the company carry a complete stock of plow shares, binder and mower parts, wagon boxes, poles, shafts, canvasses, reel fans, pitmans, coulters, shafts and poles etc. A new line recently put upon the market is the "Westwo" line of agricultural eveners, which are of special interest to the implement trade, sizes and types

being produced for every conceivable farm hitch.

With branch warehouses at Calgary and Edmonton, and a traveling organization covering the entire West, the Ackland company are in a position to give dealers



Calgary Branch, D. Ackland & Son, Company

prompt service of their many lines, which include the well-known Hero fanning mills.

An especial invitation is extended dealers in Alberta to make the Ackland offices at Calgary their head-quarters during Calgary Fair, June 28 to July 6. The warehouse and offices in Calgary are located at 720, 11th Avenue West. We show herewith a view of the Calgary head-quarters of the company, which is under

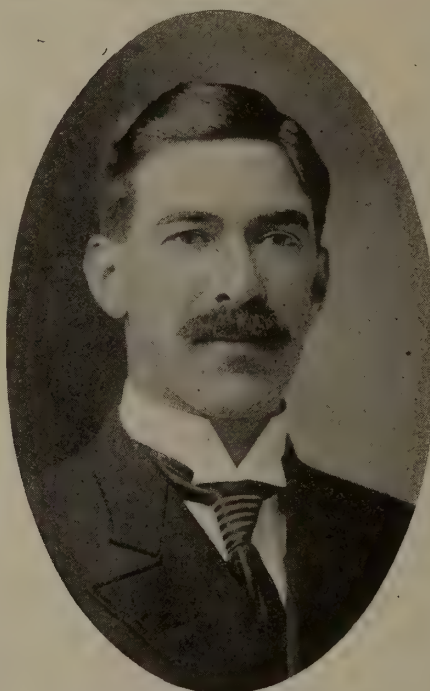
the capable management of R. Walker, a gentleman known to a great many dealers throughout Alberta. Mr. Walker was born in Walkerton, Ont., and was educated at Guelph. In his early years he followed the printing business, later the newspaper game, with the Herald Publishing Company at Guelph. Forsaking the press he became connected with the J. B. Armstrong Mfg. Co. rapidly being promoted to the position of traveler. For this company Mr. Walker covered territory from coast to coast. In 1909 Mr. Walker joined the traveling staff of Messrs. D. Ackland and Son, taking Alberta and B.C. territory. A few years later, in 1915, the Calgary branch house was opened and "Bob" was the man chosen to direct its destinies.

should see Canada thoroughly "Fordsonized" in a very short time.

Up to May 23 the allotment of tractors by provinces was as follows: Saskatchewan, 342; Alberta, 325; Ontario, 200; Manitoba, 143; British Columbia, 20; Nova Scotia, 14; Quebec, 9; Prince Edward Island, 6; New Brunswick, 5—a total of 1,064 Fordson tractors for Canadian territory. While we may, from a disinterested standpoint, wonder where the service is to come from to take care of these tractors, or where the experts are to be found to see to necessary adjustments in a machine which has been developed very rapidly, there is no getting away from the fact that this invasion of the tractor field in Canada is going to have, if not now in the near future, a direct effect upon the tractor trade of the companies now selling machines.

These tractor concerns came in here and opened branches; they gave the necessary credit where such was necessary to let the farmer have a tractor to operate. By investment they helped to build up local business in their various localities, paid taxes, employed labor, and were doing their best to help out agriculturists by the service of experts and the maintenance of repair stocks. Canadian companies in the same way developed their organizations to take care of the tractor needs of the country in so far as their production allowed, and now they have to meet this form of competition. From the standpoint of the tractor companies it cannot be wondered that it is with very mixed feelings that they regard this governmental dabbling in the farm machinery distribution business. Between farmers' organizations handling farm machinery, mail order selling, and now government tractors, one would imagine that the farm machinery business is regarded as a thing of little value to the nation's progress, whereas if we look over the whole development of Western agriculture it is evident that were it not for the farm machine industry Canada would be centuries behind her present place among the food producing nations.

The industry has been blamed because of the absorption of many producing factors under one control, with large capital, which critics said tended to monopoly. Yet bigger production due to bigger capital meant more and cheaper machines. The present patronage of Henry Ford is not the assistance of small business, but of capital to the nth power.



R. WALKER, Manager, Calgary Branch, D. Ackland & Son, Ltd.

The steady growth in the business transacted by the branch is proof of the wisdom of the company in their choice of an Alberta manager. The kindly and genial disposition and marked executive ability of Mr. Walker have been no small factor in the remarkable development of Ackland business in Alberta and B.C. territory. Mr. Walker will hold open house for implement dealers during Calgary Fair, and dealers are assured a cordial welcome during their visit to the city.

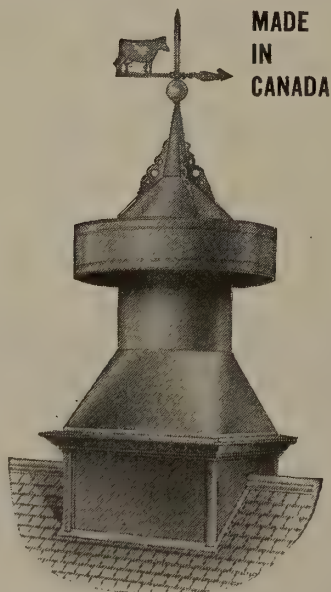
### "Fordsonizing" Canada

A recent report from Ottawa states that the thousand Fordson tractors purchased for the Dominion through the federal department of agriculture have all been sold. Further, that an additional supply has been ordered from the Ford tractor company at Dearborn, Mich., deliveries not to exceed 35 per day. Even at that we

## Dealers: Every Barn in Your Territory Needs Proper Ventilation

Handle the  
TOWNSLEY  
System of  
Ventilation  
for Farm  
Buildings

A thoroughly  
tried and proven  
system.  
Absolutely  
guaranteed.



MADE  
IN  
CANADA

Shipped Ready  
for the Roof.  
Suitable for  
Barns, Stables,  
Creameries,  
Schools, etc.

Weather-proof  
Rust-proof  
Bird-proof  
Made of heavy  
gauge galvanized iron

### Get the Agency for Townsley Systems

Every barn that's worth building is worth equipping with the Townsley Ventilation System. Barns, stables, creameries and public buildings require good ventilation—fresh air in, foul air out. In the stable fresh, dry air, proper circulation to remove all damp, foul air, is as essential as good feed and pure water. Our travellers co-operate with you to increase the demand. There are scores of prospects for Townsley Systems right in your district. Let us show you the nice profit you can net by handling this line.

Write for Literature and our Special Offer

Canadian Lightning Arrester & Electrical Co., Ltd.  
1205 Rosser Ave. :: BRANDON, MAN.

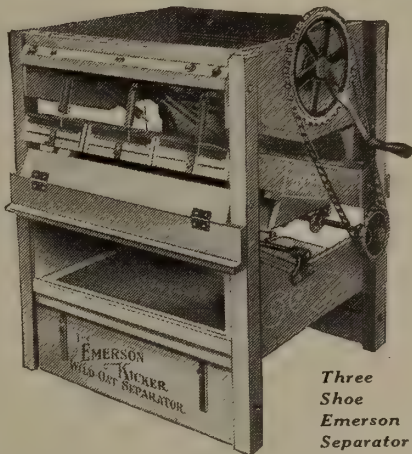


## The Agency for Emerson Mills

**Gives You a Line that  
Outclasses all Grain  
Cleaners Sold**

Here we show the Three Shoe Separator. Capacity, 22 to 30 bushels per hour. Emerson Mills are the only machines made that will take the last kernel of Wild Oats out of wheat.

**Three Sizes to  
Suit Your Trade**



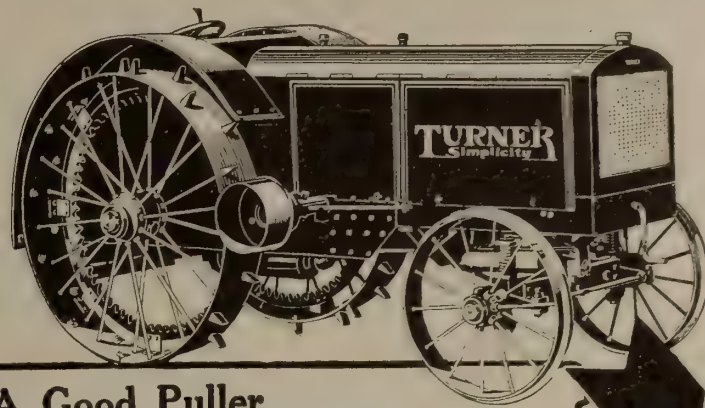
Three  
Shoe  
Emerson  
Separator

- No. 1. Elevator Wheat Tester or "Kicker"
- No. 2. Hand Separator; Capacity 22-30 Bus. per hour
- No. 3. Power Separator; Capacity 30-50 Bus. per hour

Emerson Mills are strong and substantial in construction. Easily operated. The riddles or screens can be readily removed for changing from one grain to another. Full equipment supplied with every mill sold. Every Emerson sold will sell three more. Sold under an absolute guarantee to remove every kernel of wild oats and save every kernel of seed wheat. These mills are now sold only through the retail trade. Don't have them as a competitor. Get the Emerson Agency—the mills will do the rest. Every farmer is a prospect for the Emerson Mill.

**SECURE THE CONTRACT NOW. WRITE FOR PRICES**

**EMERSON MANUFACTURING CO., LTD.**  
1425 WHYTE AVENUE WINNIPEG, MAN.



### A Good Puller for Farmer and Dealer

The Turner Simplicity Tractor pulls customers to the dealer and profits to his cash drawer. For seventeen years, Mr. Turner has worked right with the farmers and studied their power needs; he found that they needed simple, sensible kerosene tractors that boys and new hands could operate—that they wanted excess power and durability. So, he built his tractor accordingly. Turner Simplicity Tractors

### PULL PERMANENT BUSINESS

for the dealer, because every tractor sold wins a friend and makes a booster. It is equipped with such standard parts as Hyatt Roller Bearings, Waukesha Motor, Dixie Magneto, Foote-Strite transmission, and Perfex Radiator, which every ad-reading farmer knows to be

strictly high-class. Pulls three plows under usual conditions, and furnishes ample power for belt work requirements.

**A Few More Live Dealers and Distributors Wanted.**

Get in before the list is complete. Also ask about the simplicity Farm Engine—17 years of successful operation.

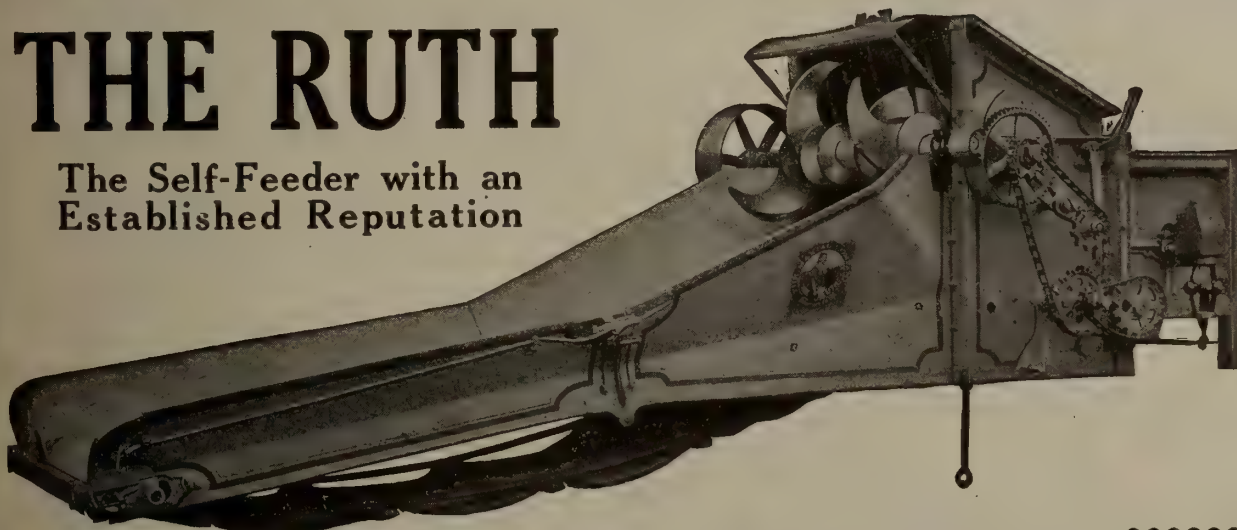
**TURNER MANUFACTURING COMPANY**

215 Lake St., Port Washington, Wis.



## THE RUTH

**The Self-Feeder with an  
Established Reputation**



The records for astonishing durability being piled up by Ruth Feeders all over America have never before been duplicated in the history of self-feeders. Despite the fact that they are getting the hardest, most constant, most trying use, Ruth Feeders are demonstrating almost every day that there is practically no wear-out to them.

The durability of the Ruth Feeder is as remarkable as its ability to do a wonderful amount of work—more work and better work than any other feeder you can sell.

There are self-feeders that cause all kinds of delays, disappointments, money losses, because they cannot stand up under the work during the threshing season.

We know—and probably you know of feeders that are notorious for the fact that

they rarely run one single season without shaking themselves to pieces. They are built flimsily. Their mechanism is weak. Their entire make-up is a mistake.

Yet—some people buy these other feeders. If one doesn't investigate, one is liable to invest in the wrong feeder—one that the customer has to replace at the end of the year, or even before the season is over. It may fall down on the user right in the middle of the season.

**FEEDERS can be shipped from Winnipeg, Regina or Calgary**  
**REPAIRS can be shipped from Winnipeg, Saskatoon, Regina and Calgary**



**Send at once for our  
new, large, colored  
RUTH Catalogue.  
IT IS FREE**

**Mr. Dealer: Send for our  
Agency Contract. Also ask  
for our 1918 Thresher Sup-  
ply Catalogue. As usual  
our PRICES ARE RIGHT.**

**THE MAYTAG CO.  
LIMITED**

CORNER ARLINGTON AND LOGAN

WINNIPEG

MAN.



### International Harvester Co. Make Large Domestic Earnings

The reports of the International Harvester Co. of New Jersey and the International Harvester Corporation for 1917 were issued recently, no volume of sales being given, as was the case in 1917. Net profits in 1917 for the domestic company are given as \$14,-

009,593.33, compared with \$10,-682,159.84 in 1916, \$8,576,435.57 in 1915, \$7,463,231.40 in 1914, and \$7,915,525.78 in 1913, while for the foreign company the income before charging off the war losses that were written off in 1917 is placed at \$9,086,103.42, compared with net profits of \$5,137,098.18 in 1916, \$3,720,141.18 in 1915; and \$4,264,594.70 in 1914.

Total profits for both companies in 1917 (before the foreign company charged off its war losses) amounted to \$23,095,606, compared with \$15,819,258 in 1916, \$12,296,576 in 1915, \$11,725,825 in 1914, \$15,070,788 in 1913, and with \$16,395,597 for the International Harvester Company in 1912 before it was divided into two corporations. The Harvester Corporation charged off in 1917 war losses amounting to \$10,436,825, which turned the income into a deficit of \$1,350,721.58, which was charged to contingent reserve. The volume of 1917 sales shows an increase of about 23 per cent due to larger truck and tractor production.

As regards the domestic company, nearly half of the profits were from operations of the steel properties. About 60 per cent of the steel output was sold on the general market.

#### War Losses Heavy

In the announcement regarding the Harvester Corporation which handles the company's foreign trade, America's entrance into the war and the collapse of Russia from an economic and financial standpoint force the company to charge off \$13,941,168 on account of war losses. Of this amount \$10,120,000 represents "unquestionable losses" in Russian funds, and \$316,825 represents the value of equipment commandeered by Germany at the French works at

Croix, within the German lines. The Canadian trade, says the report, increased in volume during 1917, and was the most satisfactory for many years. Capital expenditure of \$2,840,000 was made during 1917 on increased factory and plant requirements.

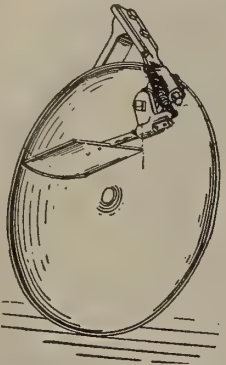
The binder twine capacity of the companies' mills was increased from 160,000 tons in 1916 to 162,000 tons in 1917. In 1914 the twine capacity was only 125,000 tons. The company has acquired large acreage in Cuba, on which to grow sisal fibre plants, and in addition is encouraging the growth of Kentucky hemp for twine production. Both efforts show satisfactory progress.

The dividends paid were the same as in 1916, namely, 7 per cent, or \$2,100,000 on the preferred stock, and 5 per cent, or \$2,000,000 on the common. The surplus was therefore increased from \$34,030,624.62 to \$43,140,217.95.

#### Large Cash Business

In regard to domestic trade, President McCormick says: "It is gratifying to note that the purchasing power of farm products has more than kept pace with the increase in prices enforced by war conditions upon the entire implement industry. This is reflected in the noticeable improvement in percentage of cash collected in the last two years. Of 1917 sales more than 90 per cent was collected in cash during the year."

Both companies report three wage increases of approximately 10 per cent each, making a total increase in average hourly earnings at the domestic works since January 1, 1915, of 75 per cent.



### THE RESILIENT DISC PLOW SCRAPER

Patented May 27, 1917

This scraper fits any and all Disc Plows, and is guaranteed to clean in any kind of soil, under any and all conditions, without friction. The scraper blade is reversible, consequently always sharp.

What this means to farmers is: less horse power; better tilled land; stubble grass and weeds turned under; longer life of machinery; no lost time, and entire satisfaction.

This is the only spring scraper made in Canada and is sold on its merits.

In ordering state the make of the plow and the year it was made, round or square shank, so that the scraper will be assembled with the proper shank ready to put on.

Retails at \$5.75

EVERY DEALER SHOULD HAVE THIS AGENCY.  
LIBERAL COMMISSION.

**WILLSON & BEEHLER**

Western Garage: 148 High Street West, Moose Jaw, Sask.

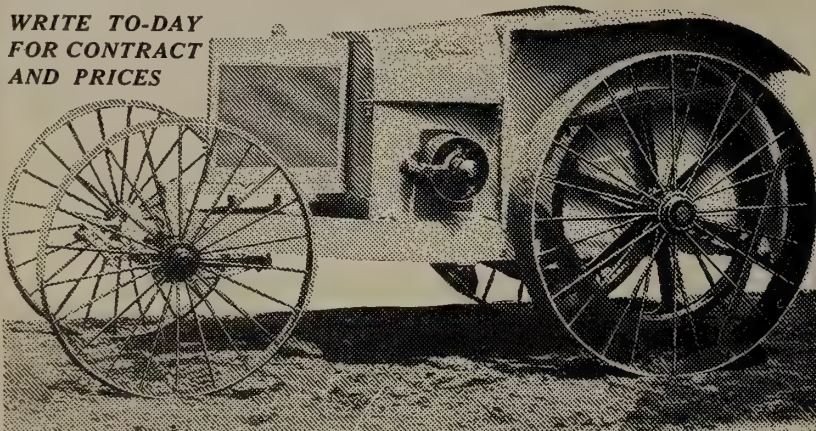
12-25  
H.P.



Handles  
3 14-inch  
Plows

### Immediate Profits—Increased Prestige

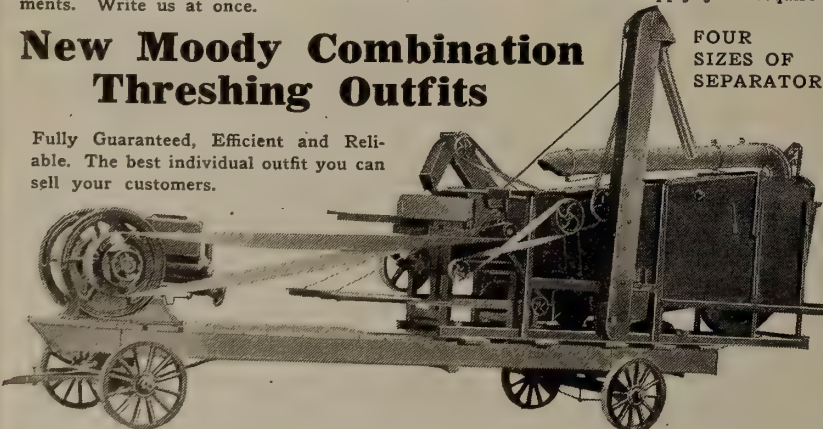
WRITE TO-DAY  
FOR CONTRACT  
AND PRICES



The dealer who handles Parrett Tractors not only nets a nice profit per sale, but builds for future business. There is no "come-back" with the Parrett. In both the U.S. and Europe it has stood the acid test of service in competition with all makes of tractors. It is the best machine you can offer your trade, and now is the time to get the agency. Plows an acre an hour; does all farm work. Strong construction. Direct drive on both high and low gear; direct drive from engine shaft to belt pulley. Self-aligning ball bearings. Double drive on rear wheels. Low centre of gravity. Turns in small radius. Gives maximum power on cheapest fuels. We can supply your requirements. Write us at once.

### New Moody Combination Threshing Outfits

Fully Guaranteed, Efficient and Reliable. The best individual outfit you can sell your customers.



FOUR  
SIZES OF  
SEPARATOR

Our separators are made in four sizes, with either blower or straw carrier. For doing good work under all conditions the New Moody separator has no equal. Combination outfits have strongly braced frame that eliminates vibration. High grade engines give ample power. Separators have weed seed bagger that bags all weed seed separate from the grain. If you want to do big business selling separators for light tractor drive, or individual outfits, ask us at once for full particulars. Good stock on hand.

**The New Home Machinery Co., Ltd.** Saskatoon, Sask.

Distributors for Saskatchewan

**Francoeur Bros.** - Camrose, Alta.

Distributors for Alberta

**Mitchell & McGregor, Ltd.** - Brandon, Man.

Distributors for Manitoba

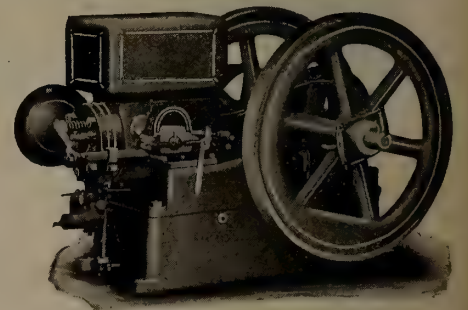
### Traction Engines and Traction Wagons

For Sale, 2 Buffalo-Pitts and 1 Reeves Steam Traction or Threshing Engines, 22 to 32 H.P. Also 13 ten-ton dump and freight traction wagons. Location Denver. Low prices. Address OWNER, 522 RELIANCE BLDG., KANSAS CITY, MO.

### For Bigger, Better Engine Business

HANDLE

**JUMBO**  
Kerosene-  
Gasoline  
ENGINES



IN SIZES THAT SELL—3, 5 and 7 H.P.

JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in your district. There are more quality selling points in the JUMBO than in any other engine of similar horsepower.

ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured by **Nelson Brothers Company** Saginaw, Mich., U.S.A.  
WESTERN CANADIAN JOBBERS

**Tudhope-Anderson Co. Limited**

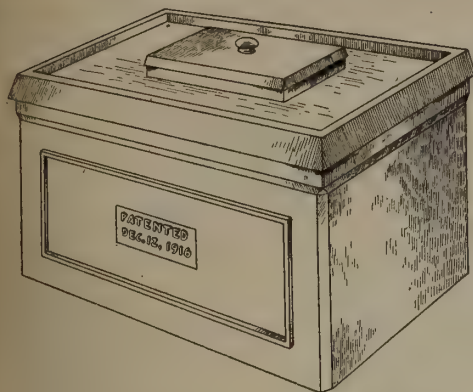
WINNIPEG

REGINA

SASKATOON

CALGARY

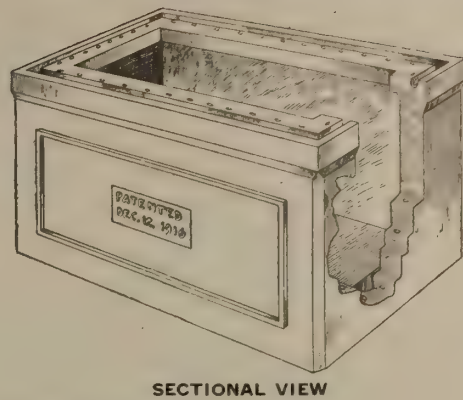




**Good-bye, Mr. Iceman!**

*Dealers, Handle the*  
**SNOWBALL ICELESS REFRIGERATOR**

(PATENTED)  
**A BIG SELLER IN EVERY TERRITORY**



SECTIONAL VIEW

**WRITE FOR TESTIMONIALS OF SATISFIED CUSTOMERS**

**SOMETHING NEW—JUST OUT.** Built on one of the oldest and best principles of cooling—**EVAPORATION**—a method which has been used in the tropics, for centuries. Does away, **entirely**, with the use of **Ice**; the **expense, annoyance, dirt and great inconvenience** connected therewith. The construction is of the very best material, and when combined with water, resists heat, becomes and remains cold. No nails, screws or wood in its construction. **Clean, sanitary—no pans to empty; no drains to clean—always cold.**

**THE SNOWBALL ICELESS REFRIGERATOR** needs only the pouring of a quart of water on the cover each morning, which, in turn, is absorbed by the material of which it is constructed. The water is then evaporated by the air, causing the interior to remain at a cold temperature, in fact, colder than the food compartment of an ice refrigerator. It is lined with galvanized iron, assuring a cold, dry temperature for all foods contained therein. They will keep perfectly free from all odors and dirt; always sweet, clean and in proper condition. **POSITIVELY NO OTHER ATTENTION REQUIRED.** The customer has a perfect refrigerator, day-in-and-day-out, summer and winter.

You cannot afford to be without one on a Picnic party, Automobile trip, Camping or Fishing party.

**THE FIRST COST IS LOWER THAN ICE REFRIGERATORS**, and there is no further expense attached thereto, after you have installed the

Snowball. It is sold on a **MONEY BACK GUARANTEE**. All dealers are instructed to return the money if customer is not satisfied.

**No. 1, inside dimensions 12 x 12 x 20 in. ... \$17.50**

**No. 2, inside dimensions 14 x 14 x 26 in. ... \$22.50**

**FOR A LIMITED TIME**, a refrigerator will be delivered to your post-office address, at the above price, all charges prepaid. Prices have advanced to \$20.00 and \$25.00 respectively for the two sizes. **BUY NOW**, the greatest of all modern household conveniences, an **ICELESS REFRIGERATOR**. Don't run up-and-down the cellar stairs any longer, when you can preserve your foods in better condition. Much cheaper; more convenient, and always ready for serving; any time of the day or night; in the city or country, without ice.

*Get the Agency for This Money-maker. Write Us At Once*

**GREAT NORTHERN SALES CO., 716 Herald Building, CALGARY**

# More Dollars for Dealers

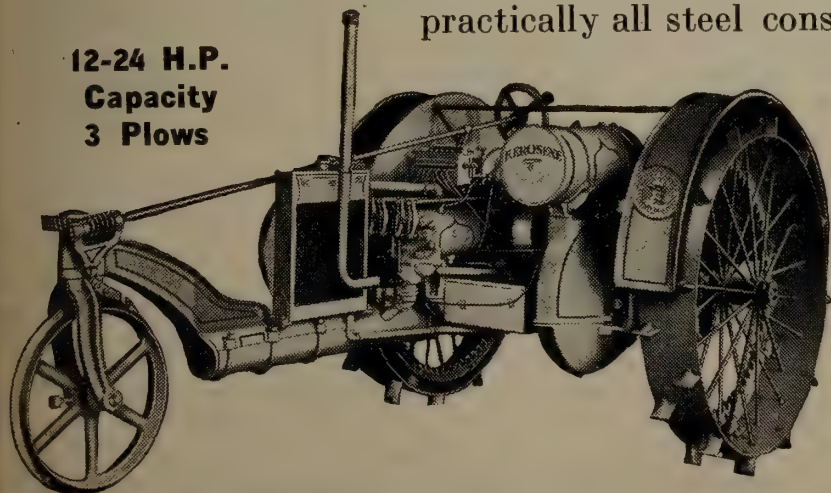


First you want to know what profit there is in a proposition. If it's worth investigating. Then you want to know whether the article will stand up under service so that you can absolutely guarantee it over your own name. If you are a dealer who figures in this manner you will be very interested in the proposition we can offer you on the

## HAPPY FARMER TRACTOR

You've often read our consumer advertising. You know the points of superiority of this 4,000 lb. tractor, such as ease of operation, correct build, gears running in oil, Hyatt Bearings, practically all steel construction, speedy, etc. No advertisement can tell

**12-24 H.P.**  
**Capacity**  
**3 Plows**



you all the good points of this Happy Farmer—let us send you the full details—and tell you all about the special profitable proposition we can offer you

*Get a request into the mails to-night—  
a post card will do*

**HAPPY FARMER COMPANY, LIMITED**

(References, Bank of Montreal)

**225 Curry Block (Opposite Post Office) Winnipeg, Man.**

Branches and Service Stations:

**Cor. 7th Ave. and Halifax St.  
REGINA, SASK.**

**THE TRACTOR CO.  
SASKATOON, SASK.**



### Fire Loss By Lightning

Investigations conducted all over the United States and Canada have proven beyond the shadow of a doubt that lightning rods, properly installed, furnish ample protection from destruction and loss by lightning. Millions of our natural resources are destroyed every year by fires, and while insurance pays the loss in most cases, it does not replace that loss in a national sense. During 1917, in Manitoba alone, it has been estimated that nearly two million dollars was lost by fire. Over 100 barns and nearly 300 dwellings were destroyed, with a value of approximately \$330,000. The biggest item in Manitoba's fire bill was 589 fires from "unknown causes," a large proportion of which was the effect of lightning.

In a report the Fire Commissioner for Manitoba has this to say as regards the value of the well-installed and efficient lightning protection system:

"Statistics show conclusively that lightning-rods are effective and that the loss on rodded buildings compared with those unrodded is practically nil. You can protect your buildings by the use of properly erected lightning rods. Why not profit by the experience of others and take advantage of a known protection against an element that causes large losses in this province."

In Saskatchewan the fire loss in 1917 was over \$2,750,000. Is this wastage preventable? In large measure it is, especially the loss by lightning. If that money, which was virtually wasted, were used for war purposes it would build 325 aeroplanes for

the Empire, or would equip 46 base hospitals, each capable of taking care of 500 wounded and sick soldiers. We need grain, yet in 1917 no less than 350,000 bushels of grain were destroyed by fire.

The Fire Commissioners of our Western provinces time and again have emphasized the necessity for lightning rods as a means of protection for homes and buildings. In these days of high building costs, the replacement value of a building is too great to risk its destruction owing to lightning. In many instances large insurance companies have held that because of the efficiency of good lightning protection systems, all property

Brandon, are guaranteed to afford maximum protection. This system with its practically pure copper rod and scientific design for perfect conduction to earth, has proven its value wherever used.

This company manufactures its lightning arrester systems in Brandon, and has no less than eight experts working in Western territory. These men are specialists in lightning rod installation. They assist the dealer to give the proper service with every Townsley protection system installed—and that the Townsley system does protect has been fully proven by its record for the last 16 years. For seven years in the United States and for nine years in Canada these systems have been in use and the company states that in no instance where their experts installed a system has there been any loss through lightning destroying the building.

Manager O. W. Townsley, of the Canadian Lightning Arrester and Electrical Co., who has studied lightning protection from every angle, and has been the leading spirit in the development of the installation the company handles, estimates that 75 per cent of all fires in the country districts are directly due to lightning. In any territory the dealer can make a successful business of selling lightning protection systems of proven value, and this business should certainly not be left to those artists who perambulate the territory selling lightning rods which are of little or no value.



O. W. TOWNSLEY, Manager,  
Canadian Lightning Arrester and Electrical Co.

### Tractor Man Visits Winnipeg

J. T. Gray, president of the Gray Tractor Company, Minneapolis, recently spent a few days in Winnipeg visiting the local distributors for Gray tractors, the Gray Tractor Co. of Canada. Mr. Gray reports prospects exceedingly good for Western Canadian business, and the factory will be able to take care of the orders. Recently 40 Gray tractors were shipped to the order of the U.S. Signal Corps, while reports from France state that Gray tractors, with their wide drum design, did splendid work in a recent series of tractor tests held near Paris.

Lots of people would rather say a piece of work isn't bad than come right out and declare it good.

Whether on the grain field or the battle field the tractor is the world's greatest mechanical soldier.

owners so protected should be entitled to a reduction in rate. In the case of such systems as have a good record, many companies in the U.S. make reductions as high as 20 per cent for the regular fire and lightning rate.

Copper rod has been proven to be the ideal metal to use for lightning protection, since it conducts a current of electricity better than any other metal. Copper washed rods have been one of the factors which have helped to put the lightning rod business into disrepute. Too often peddlers have toured country districts selling alleged lightning rods which were useless or worse. Equipped with these rods, buildings have been destroyed, with the result that farmers jumped at the conclusion that lightning rods afforded no protection.

Good lightning protection systems, such as the Townsley system, made by the Canadian Lightning Arrester and Electrical Co.,



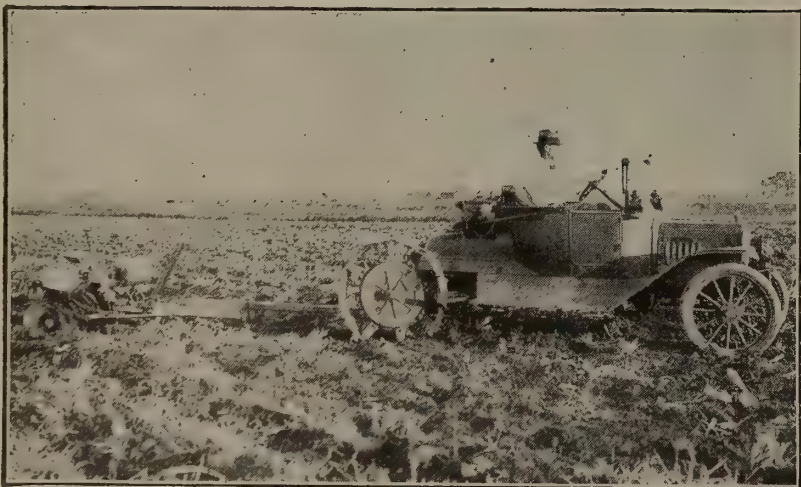
## Mr. DEALER Cater Can Sell You

Wood or Iron Pumps cheaper  
than any one in the West.

GET HIS PRICES BEFORE YOU ORDER

Brandon Pump & Windmill Works  
BRANDON MAN.

## Get the FORD-A-TRACTOR Agency



The Ford-a-Tractor is guaranteed to do the work of 4 good horses. Fully enclosed gears run in oil bath. Steel cut pinions. Special cooling system—the best on any tractor attachment. Sells at a lower price than any other attachment. Exceptionally good discounts and exclusive territory to live dealers.

### K.M.C. Kerosene Carburetors

Guaranteed to successfully burn kerosene in Ford cars—and does it. Cuts fuel cost in half. Gives more power and mileage to a gallon of coal oil. Ask for full particulars of this money-maker.

### Ask for Our Liberal Contract

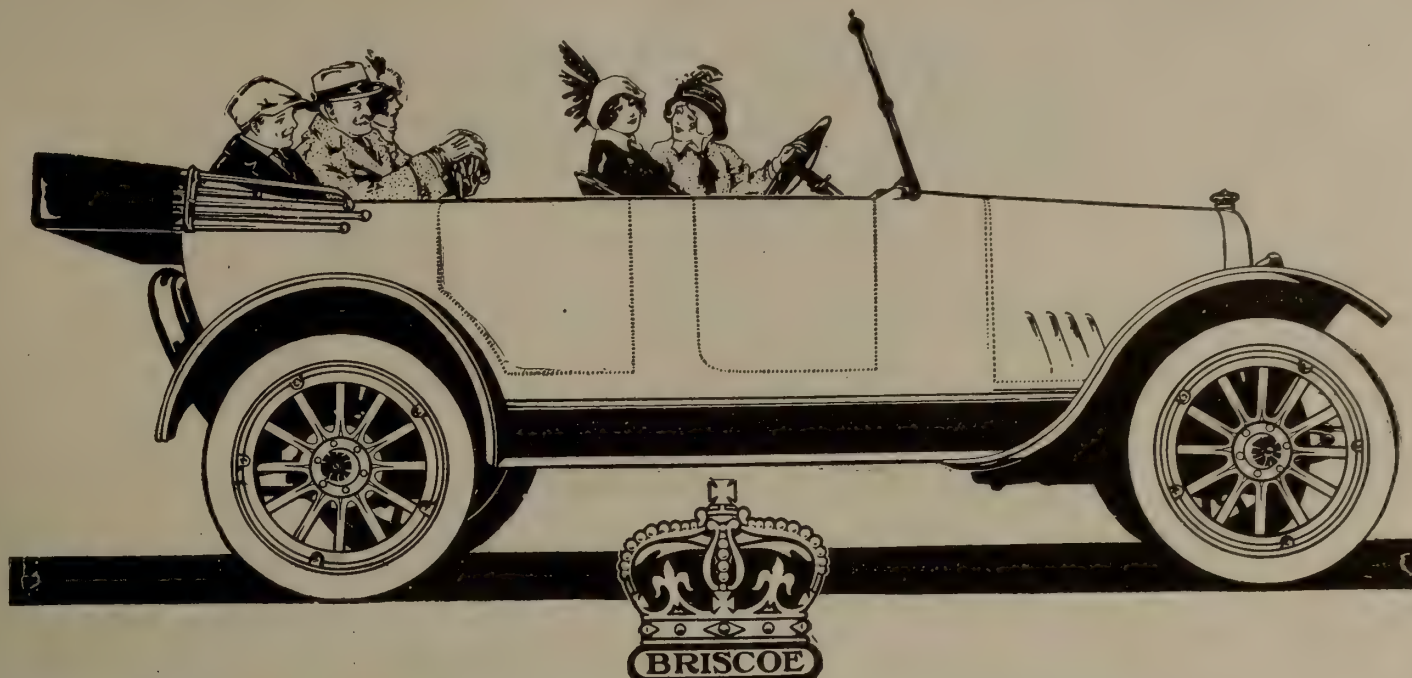
Don't delay, secure territory now. There are prospects everywhere for the Ford-a-Tractor. Does all field work at minimum cost. Dealers: Write at once.

## J. D. ADSHEAD CO.

Head Office: Winnipeg, Man.

Alberta Branch: 117 10th Ave. E., Calgary





## IT LEADS

### In the Price Class Most in Demand

**M**ECCHANICAL PERFECTION of the new Briscoe—perfections that permit even more pronounced economies, have made it far and away the fastest selling car in its price-class.

And figures compiled by our statistical department from the four corners of Canada, prove indisputably that the Briscoe price-class is the class of greatest buying activity.

## BRISCOE

**\$1095 F.O.B. Brockville**

It would be a serious mistake to purchase until you have gone over the Briscoe. Although smaller than the higher priced car, it seats five people comfortably, and will give you all the speed that you wish with its Half-Million-Dollar Motor—and will cost you an insignificant per cent of the operating cost of the higher priced car.

In addition, tire cost and gasoline cost with the Briscoe are exceedingly low. And then, too, the Briscoe lines are the only motor car lines that coincide with 1918 styles.

If you are considering the purchase of a car at or under \$1,000, consider that you cannot get

Briscoe economy of 25 to 30 miles to the gallon, or the extraordinary Briscoe tire mileage and absence of upkeep cost in any but a proved car like this, which has in two years demonstrated the wonder of the Briscoe design.

And there is no beauty in the light car class that matches Briscoe.

So come see the Briscoe before you make your selection. The millions of miles of road service Briscoe Cars have given, have proved the worth of this great light car. At \$1095, there is no value on the market equalling it to-day.

**The Canadian Briscoe Motor Company**  
LIMITED

HEAD OFFICE: Toronto

FACTORY: Brockville



### Can America Supply the Demand for Wheat?

Any shortage in wheat supply, owing to the war, is essentially a problem for the North-American continent—Canada and the United States. The Motherland and our Allies see their producing power lowered, fields laid waste and man power used in the war. While Canada, Australia and India have given freely of men and supplies, these countries in 1917 increased their wheat production by 62,088,000 bushels. This was an excellent showing, largely due to the two incentives—a good price and intense patriotism.

The total 1917 production of the Allies and the neutral countries, exclusive of Russia and Roumania, was 100,000,000 bushels greater than in 1916, but stocks are low except in Australia. The Allied western European countries produced 213,000,000 bushels less than their average before the war, while the exporting countries which supply them their deficiencies harvested in 1917 only about 135,000,000 more than before the war.

Argentina, the United States, and Canada, the three countries which are in a position to export wheat most easily, harvested in 1917, 150,000,000 bushels more than the previous year. Before the war Argentina and Canada exported annually 178,000,000 bushels out of an average production of 352,000,000, leaving 174,000,000 for consumption. In 1917 these two countries harvested 470,000,000 bushels, and, retaining their average annual consumption of 174,000,000 can export 296,000,000 bushels. If all this amount were received by the Allies of western Europe, their supply would still be 230,000,000 short. There is but two ways in which the Allies in North America can help the Allies in Europe. We must curtail the consumption of wheat at home and must work for increased production in every line of foodstuffs. Every bushel will be wanted, and at \$2.21 the reward of the farmer will be two-fold. He will benefit financially, while he will help out the Empire at the most critical period in our national history.

### The Vacation Prescription

You can't beat old Doc Nature's prescription for sluggish enthusiasm and drooping sales which come in the advanced stages of "that tired feeling." In the prescription are the words "vacation," "recreation," "week ends," "outdoors," etc.

But, like any other prescription,

it's best when it's taken in the right doses at the right time.

The fellow who profits most by the treatment works for all he's worth right up to the last minute and when he quits, he quits.

The other fellow begins in May to let down on his work, to prepare for his vacation in July, and then takes August to rest up. In other words, he is resting when he should be working because he abuses the time he is allowed for play.

Ten times out of ten the man who plays best works best. The knowledge and right use of one is just as essential as of the other in the attainment of success. Read the "rest" prescription right and watch your sales grow.

### Government Control of Industry in U.S.

A profound sensation was caused in the implement trade in the United States by the proclamation that all concerns in the farm equipment business must operate under federal licenses. Yet the U.S. trade will accept such condition in good part, however unnecessary the step may seem. That such a license and inspection system will cost something to carry on is evident.

The purpose of the regulation seems to be, in very large part, an attempt to pacify the farmer, who has been, as is the case in Canada, very suspicious that the advanced prices on implements

were due to profiteering. This being so it is likely that the supervision exercised will largely be a checking of books and comparison of costs so as to confirm that the prices being asked are fair and just. It is strange that at this late date farmers all over the North American continent do not yet seem to realize that the increased cost of farm machinery is simply due to the phenomenal advances in the cost of labor, iron, steel and other constructional commodities. The average intellect should realize that war demands have raised steel prices to unprecedented figures. It has always seemed to us that the farm press in general could have done great service in giving a great deal more publicity than they have to the reasons for the advance in machinery costs. In too many cases the farmers are left to form a conclusion that opportunity has been taken to advance prices to the limit. As a matter of fact, prices have not advanced in like ratio to the advance in the cost of raw materials.

Throughout the United States the vast majority of jobbers and manufacturers view the possibility that their costs will be checked, with great equanimity. They believe that any investigation which might be made along this line, will completely justify their charges, and are ready to have their books passed upon at any time.

### Barring the Gentle Hun

The recent motion of the Associated Chambers of Commerce of the United States that German trade be discriminated against, is in direct sympathy with the drastic decision of the trade conference held at Paris. A national and commercial policy was drafted so that traders manufacturers and merchants in the Empire may never again allow Germany to build up her resources of war by her appearance of the peaceful carrying on of business. In the forty years before the war Germany evolved from an agricultural country supporting herself in food to an industrial state drawing imports from everywhere. In 1913 her imports of agricultural produce, minerals and raw materials were valued at over 2,750 million dollars. Before the war 60 per cent of her exports went to the British Empire and our Allies.

Legislation against German commercial strategy will be useless unless the Empire builds up its own trade actively and intelligently. The question whether government assistance should take the form of subsidy, bounty or tariff will be one of means, not of principle. If the Allies follow up the resolutions of the Paris conference, German contrivance in commerce will never do the same again.

The commercial policy suggested embodied the following recommendations for making our Empire self supporting:—

Preferential reciprocal trading arrangements between all parts of the British Empire.

Reciprocal trading arrangements between the British Empire and Allied countries.

Restriction of imports from enemy countries so as to render dumping or a return of pre-war conditions impossible.

The development of British banking interests in Allied and Neutral countries, as one of the most effective means of extending the commercial and industrial prosperity of the Empire.

The reform of the Consular Service and of the British Diplomatic and Civil Services, so that no alien shall hold any position or office in these services.

That our future fiscal policy shall be guided by the requirements of the United Kingdom and the Dominions in regard to all trade, commerce and production, with a view to the development of production in such a way that the privilege of Imperial markets shall be the prerogative of British citizenship.

# CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE  
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION  
AND  
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER  
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF  
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by  
**Canadian Farm Implements, Limited**  
STOVEL BUILDING WINNIPEG, CANADA

SUBSCRIPTIONS  
\$1.00 per year in Canada: Foreign \$1.25 per year Single Copies, Ten Cents

ADVERTISING  
RATES MADE KNOWN ON APPLICATION  
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE  
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association  
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JUNE, 1918



### Consistent Advertising

The contention that it is unnecessary to advertise because the goods are not being received is a poor argument these days. If the manufacturer or wholesaler is unable to serve his trade, why should he cease to exist in their eyes from a publicity standpoint. Does this not give the buyer of goods the impression that the advertiser cultivates them only when there is a means of getting their business? If the goods are not now on hand, conditions will not always be so. Supplies will catch up, and the question is whether the manufacturer or wholesaler uses wisdom in letting the name and merits of the line drop out of sight of the dealer by ceasing to advertise, simply because goods are hard to get.

If advertising has created a demand for your goods, why not let advertising continue to create a future demand? Why not explain how conditions affect supply, that in the future supplies will be maintained. It is an axiom that it is easier for any firm to hold on to its old trade than to cease advertising, so that the dealers get the impression that the firm has gone out of business, and go after new lines.

When the war is over, when supply conditions and production again become normal, what make of tractor, what plow, what harrow, what fanning mill, what anything, will sell most readily? The answer is simple. It will be the make of machine which has been advertised steadily, persistently, irrespective of supply conditions. It was kept before the eyes of the dealer, and when he wants a specific machine he immediately goes after a machine with which he has been in steady contact through the printed page.

### The Association Idea

In those days when we see every trade and calling, from telephone operators and teamsters to bankers and manufacturers, combining to solve their common problems, it is strange to think that the average implement dealer shows so little interest in association in the trade.

The United States has given us a good example in this connection. In that country the federated associations of implement dealers form an army of machine merchants that answer the roll call over 18,000 strong. Time and again these associations have secured benefits in the business and had conditions improved, principally through the fact that they were an organized body and not a mass of individuals, each work-

ing away in his own warehouse regarding the other fellow merely as a competitor.

To outline all the benefits which have accrued, the implement dealers across the line through organization, would take far more space than this brief article will allow, but the benefits have been tangible, not only from a dollar and cents standpoint, but from the upbuilding of greater unity and co-operation among the dealers in any one state or any one district. Further, a closer intimacy and understanding have been developed between the dealers and their distributors and manufacturers. One man has but one voice, but an organized body of retailers can put their complaints or suggestions with more emphasis in their dealings with other departments in the farm machinery industry.

To be successful, the implement dealer must be a capable business man. As such he must realize that association is an essential in modern business—else what are all other classes of business associating for? Assuming, then, that he is a business man, it is directly up to the dealer to become a member of the organization which serves his province—in a purely implement dealers' association or as a member of the Retail Merchants' Association. Individual kicking and individual criticism will never get the retail dealer anywhere. Unless the kicks are registered as the protest of an organized body, they are not likely to be given any great attention. Association and organization are essentials in modern business, just as are cost accounting and the keeping of proper business records. The man who does not get the association idea and join his organization, cannot expect that he is helping his personal condition, as only by combining with others can the status of a calling be materially improved. The idea of allied effort is old as the hills—but it is an idea that is sadly neglected, despite the magnificent results which association in business has shown us.

### Britain's War Orders

In a recent report the British Board of Trade gives some interesting data regarding the number of tractors and engine plows which have been ordered from America. There have been orders placed for over 9,000 tractors and plows from this continent, although we may assume that a considerable proportion of this aggregate has not yet been shipped. The significance is not alone

in the large manufacturing order of a foreign government, but also in the important part that the tractor is expected to play in production on foreign soil.

### Large Increase in U.S. Freight Rates

On May 27th the Director-General of Traffic in the United States ordered an advance in railroad freight rates in that country of 25 per cent. Passenger fares were also increased from 2½ cents to 3 cents per mile. All rates are subject to review by the Interstate Commerce Commission.

A number of flat increases, instead of percentage additions, are ordered for coal, coke, lumber, ore, stone, grain, cotton, live stock, meats, sugar, bullion and other commodities.

It is estimated that the programme will bring between \$800,000,000 and \$900,000,000 more revenue to the railroads within the next year. It represents by far the biggest rate increase in the history of railroads. The new freight charges, which cover both class and commodity rates, become effective June 25 and the passenger increase will go into effect June 10.

It is evident that the advance is a new form of war taxation. Every possible channel of raising money is being exploited, and there is little question about the necessity of more revenue for the American roads. Their earning power has been repressed in the past and remarkably low commodity rates were adopted. The advocates of higher freight rates in Canada will naturally point at the action in the U.S. as a justification of their recent effort of a horizontal advance of 15 per cent.

Across the line the government finds it necessary to spend about one thousand million dollars on the roads, and that money can be raised only through higher tolls. The average rates prevailing in the U.S. are much lower than in Canada, possibly for the reason that there is no situation as in this country where one immensely wealthy corporation controls the transportation situation.

So far as the farm machinery business is concerned, it will probably be some little time before the advance in rates across the line will affect the price of imported machines. Yet that must be an inevitable result, and the increased cost will have to necessitate an alteration in the dealer's selling price. We will feel this freight advance in the price of all imported goods.

### Personal

Russel & Burd are new dealers at Lockwood.

Lewis Phillips has closed his harness store at Pense.

E. W. Howard is a new automobile dealer at Milden.

John S. Gabel is owner of a new harness store at MacNutt.

The D.C. Garage Co. is a new auto concern at Kindersley.

Fraleigh Bros. are a new concern doing business at Alsask.

John Naph has discontinued his automobile business at Warner.

Blackert & Funk are a new firm handling automobiles at Selkirk.

W. T. Jackson is busy in his new implement store at Kinley.

The Blackie garage, in the town of that name, has changed hands.

R. Fletcher has discontinued his implement business at Alexander.

R. S. McQuarrie has bought out the Pioneer Garage at Noremac.

A. J. Kiddle is owner of an automobile agency business at Stirling.

The Elgin Motor Co. have commenced operations at West Selkirk.

R. A. Graham, a dealer at Govan, has sold out to F. H. Lake.

J. A. Turnbull is proprietor of a new implement warehouse at Fiske.

Browning & McKenzie are now handling implement lines at Fairmount.

J. H. McCrindle is now carrying on an implement business at Reston.

Culls & Lewis are now carrying on an implement business at Vidora.

J. C. Gordon, auto dealer at Laura, has sold out to W. T. Rintoul.

Montgomery & Patterson have discontinued their machine shop at Arcola.

The Ceylon Motor Co. is a new automobile concern in the town of that name.

W. M. McElroy has discontinued his automobile business at Frobisher.

R. J. Barrett, an implement dealer at Orion, has entered military service.

Peter Dolesji is now carrying on an implement business at Esterhazy.

James Williams & Son are owners of a new automobile business at Creelman.

Arthur Hunt is now carrying on an implement business at Seven Persons. Mr. Hunt also



handles automobiles and accessories.

The Broadway Motor Works is a new concern recently opened at Saskatoon.

James Foster, a carriagemaker at Weyburn, has sold out to William McIntyre.

B. C. Knowles has sold out his automobile business at Tugaskie to H. A. Wilson.

MacFarlane & Michlhausen are a new firm of automobile dealers at Elbow.

D. A. Moore, implement dealer at Portage la Prairie, has bought out W. S. Young.

G. B. Mitchell is an automobile dealer who recently commenced business at Nanton.

D. T. Johnson is now carrying on business in autos and accessories at Watertown.

F. J. Maize, auto dealer at Holdfast, has sold out to the Holdfast Motor Co.

R. MacGee, International dealer at Wolseley, reports business good in that district.

Shaw & Bond, automobile dealers at Innisfail, report business brisk in that district.

Gibson & Stewart, automobile

dealers at Rosebank, have sold out to J. Leatherdale.

A. M. Gilbert, a harness dealer at Elstow, is adding farm equipment lines to his business.

The Pioneer Motor Machine Co. is a new automobile and implement concern in Coaldale.

The branch of the Govan Machine & Motor Co. at Earl Grey has been sold out to W. Schaefer.

The death is reported of C. E. Nellie, formerly a harness and hardware dealer at Stoughton.

Jacobus & Audett, automobile dealers at Granum, have dissolved partnership, L. Audett continues.

W. E. McLochlin, Liberty, has sold out his farm machinery business to the Liberty Implement Co.

P. Brandt has bought out the implement business at Markinch, formerly carried on by J. T. Newman.

H. Koeller has bought out the automobile business at Admiral, formerly carried on by Rodger Bros.

J. H. Growling & Son, dealers at Chamberlain, have sold out their business to George Reynolds.

Seabach & Grisdale are new harness merchants at Imperial, where they bought out H. C. Brettain.

Two new firms recently entered the automobile business at Warner—Browne and Munday, and J. A. Pineau.

George Matheson, Craik, reports an excellent spring business in his territory and cash sales are satisfactory.

McGill & Muir, implement dealers at Bethune, have dissolved partnership. J. S. McGill carries on the business.

A new concern recently formed at Kerrobert is known as Auto Accessories, Ltd., Inc. Capital is given as \$20,000.

J. S. Walsh has retired from the firm of Wiebe Bros. & Walsh, hardware and automobile dealers at Estuary.

The Western Tractor Co., Canada Life Building, Calgary, have secured the distributing agency for the Atlas tractor.

At Brock, W. McAvoy has discontinued his implement business, and P. W. McCabe has commenced a harness store.

Lamond Bros., implement dealers at Oak Lake, have sold out their business to a machine man named Walter Patrick.

Hart Parr, of Canada, Winnipeg, has been registered to do business in Saskatchewan, according to a recent announcement.

The assets and plant of the Bell Automatic Shocker Co. have been sold out to Christiansen Implements, Limited, Winnipeg.

Moore & Reid, implement dealers at Wilton Brook, have dissolved partnership. W. H. J. Moore continues the business.

O. C. Wixom, a harness dealer at Raymond, has transferred his business to Magrath, in which town he sees greater trade possibilities.

Allen Jack, Lethbridge, has secured the agency for the Adams twin-road grader, manufactured by the Adams Company, Indianapolis, Ind.

The Smith Motor Truck Sales Co., Saskatoon, has made application to change the name of the firm to the Multi-Power Motor & Truck Co.

Litzenburger & Ulmer, implement dealers at Neudorf, have dissolved partnership. John Litzenburger now has sole control of the business.

The implement firm of Nilson, Doerr & Bjorgo, dealers at Bienfait, has sold out, one partner retaining his interest in the business, which is now owned by Doerr & Morrow.

Peter Dubey, Wolseley, and Mike Harkin, Regina, who carried on implement stands at Fillmore and Osage, have dissolved partnership.

W. J. Lind, of Toronto, Canadian sales manager of the Plymouth Cordage Co., was a recent business visitor to Winnipeg and Minneapolis.

The Melville Machine Works, in the town of that name, have changed their name to the Melville Motor Co., buying out J. Rowan & Co.

A. W. Barrs, Birch Hills, has sold out his harness business to R. L. Nevison. In the same village, W. E. Trice has started an automobile business.

L. E. Oie, a dealer at Aylesbury, has sold out his business to Guy Jennings. In the same town the Pioneer Garage are handling automobile lines.

A. E. Cornish, a dealer at Heward, has sold out to J. A. Blain. In the same town Johnston & Co. have discontinued their automobile business.

The Carroll Motor Co., in the village of that name, has been discontinued. In the same centre P. Couling, an implement dealer, has closed his warehouse.

W. C. Warren, assistant manager of the J. I. Case Plow Works, Minneapolis, recently spent three weeks in Montana, Alberta, Saskatchewan and Manitoba.

The Renauld Hardware & Implement Co., Alida, have sold out their hardware business to R. Beriault, and their implement lines to Gauthier & Donais.

I. J. Haug, manager of the Canadian Avery Co., Winnipeg, recently spent a few weeks at the Coast. While en route Mr. Haug stopped off at Regina and Calgary.

S. T. Gibson is a new implement dealer doing business at Fort Qu'Appelle. In the same town the Fort Qu'Appelle Power Co. have opened a garage and automobile business.

J. H. G. Brandon has discontinued his implement business at Alameda. In the same town A. G. Paul has taken a partner into his business, which now operates under the sign of Paul & Gordon.

Larson & Wilson, automobile men at Blaine Lake, have sold out to B. A. Lins. In the same town Tremblay & Sweeny, implement dealers, have dissolved partnership. T. J. Tremblay now carries on the business.

Manitoba Engines, Limited, Brandon, have asked for supplementary letters patent to reduce



## Abreast of the Times

In these days of earnest striving for greater production, you'll find it easy to talk and sell a tool that has an established reputation for increasing crop yields. Farmers are awake to the need for better seed beds and intensive tillage. For nearly a half of a century, the

### "ACME" Pulverizing Harrow

has been used and endorsed by the most successful and progressive farmers everywhere. It makes perfect seed beds, is light in draft and the driver rides in comfort. Just the tool for orchard cultivation also. Succeeds on all soils—there's a size and style for every farm.

"Acme" Harrows are nationally advertised and fully guaranteed. We allow you a liberal margin of profit and support you heartily. Write us today for full particulars.

**Duane H. Nash Inc.**

107 Elm Street

Millington, N. J.



JOHN DEERE PLOW

COMPANY LIMITED

# John Deere-Dain System of Air-Curing Hay

The System that increases Hay Tool Sales, as it means more dollars in profit to the Farmer.



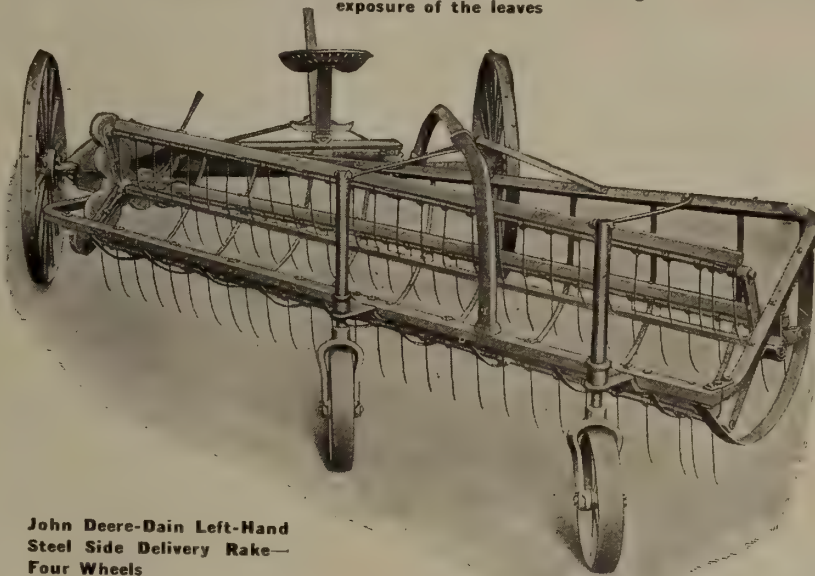
JOHN DEERE MOWER  
Note how stems fall back over cutter bar, resulting in exposure of the leaves

With the Dain System Rake the farmer can drive in the same direction the mower is driven and place all the hay on clean stubble.

Turn the swath into a loose windrow with the leaves or foliage inside in the shade and the stems outside, air-curing the hay, maintaining its color, saving the leaves and retaining its full feeding value.

In extremely wet weather the windrows can be turned as frequently as necessary, thus avoiding considerable damage and loss that would occur with any other system of curing hay.

The Dain rake has ample clearance regardless of quantity of hay to be handled, and every adjustment of the rake can be made from the seat.



John Deere-Dain Left-Hand Steel Side Delivery Rake—Four Wheels



You can follow the mower closely with the Deere-Dain System Left-Hand Side Delivery Rake

HERE IS WHAT YOU CAN DO, WITH A

## Dain System Left-Hand Rake

Follow the mower closely  
Rake while leaves are still active  
Place hay upon clean stubble  
Put hay in medium sized windrows with bulk of leaves inside and majority of stems outside  
Rake windrows that will be loose in centre for free circulation of air

WRITE US FOR  
FREE BOOK  
DESCRIBING  
THE JOHN  
DEERE-DAIN  
SYSTEM OF  
AIR-CURING  
HAY

Study this system, then explain it to your customers. It shows how to air-cure hay the Dain way.

This system makes better hay—hay that brings the highest price on the market—without any additional work on the part of the farmer. It frequently saves the crop in extremely wet seasons.

It merely requires the use of a John Deere-Dain side rake.

You can stimulate your hay tool sales by talking this method and displaying the Dain side rake on your sample floor.

### BRANCH HOUSES AT

Winnipeg, Man.  
Edmonton, Alta.

Regina, Sask.  
Saskatoon, Sask.

Calgary, Alta.  
Lethbridge, Alta.

JOHN DEERE PLOW

COMPANY LIMITED



(Continued from Page 22).

the capital stock of the company from three hundred thousand dollars to one hundred thousand dollars.

J. McCarthy, field manager for the Turner Manufacturing Company, Port Washington, Wis., was a recent business visitor to Winnipeg. He reports the factory busy.

The Capital Lightning Arrester Co. is a new concern recently incorporated at Regina, with the following given as officers M. E. Payne, Fred Villenoweth and John W. Anger.

Waskada has seen some changes in the trade of late. G. R. Gourlay, the carriage man, has sold out to James Crawford, while C. R. Reynolds, implement dealer, has sold out to C. J. Neville. Mr. Neville will also carry on an automobile business.

Edward M. Fuller, one of the founders of the Fuller & Johnson Manufacturing Company, Madison, Wis., died recently after a short illness. He was 70 years old. In recent years he devoted his entire attention to his extensive real estate holdings.

David Drehmer, manager of the John Deere Plow Co., Winnipeg, returned from a visit to Toronto, Welland, and the Deere factories

at Moline, Ill. Mr. Drehmer reports the factories as exceptionally busy in keeping up with the demand for Deere implements.

A. C. Dykeman and J. B. Henry, implement dealers at Benito, have dissolved partnership in their business at that point. Mr. Dykeman has taken Robert Gordon as a partner in the business, which now carries on under the name of Dykeman & Gordon.

W. H. Williams, assistant manager of the Nilson Tractor Co., Minneapolis, was a recent business visitor to Winnipeg. Mr. Williams states that with greatly increased production his company are now in a position to take care of orders from Western Canadian territory.

S. M. Roberts, vice-president and manager for Quebec of the Merchants Casualty Co., has become president and manager of the Grain Growers Auto Tractor Co., Montreal, which will engage in the manufacture of tractor attachments in Canada. Mr. Roberts remains vice-president of the Casualty Co., but has resigned its management.

R. H. Lamont, formerly connected with the Petrie Mfg. Co., makers of cream separators, has joined the Cockshutt organization

in Western Canada, where he will cover territory as a special salesman for Renfrew cream separators, which are now handled by the Cockshutt organization. Mr. Lamont has an enviable record as a separator salesman.

E. B. Sawyer, president of the Cushman Motor Works, Lincoln, Nebraska, recently spent a week in Winnipeg at the Canadian head-quarters of his company. Mr. Sawyer reports a very great advance in business compared with the first half of 1917. He considers prospects in Western Canada as excellent and emphasizes the remarkable sales of heavy engines which are growing steadily in popularity for farm power purposes. The Cushman factory has been at full pressure for several months, turning out 4 h.p. engines for the binder engine trade.

We regret to report the death of Isaac B. Porter, at Portage la Prairie. Mr. Porter, who was a familiar figure in the implement trade in his day, was born in Wisconsin some sixty years ago. He came to Manitoba in 1884 and resided in Carberry, Virden and Manitou before locating in Portage la Prairie 28 years ago. The late gentleman represented various implement firms and for years was the Manitoba manager

for the Hart Parr company. He had served the city as alderman on several occasions and was a member of the Canadian Order of Foresters. He is survived by a widow and four children.

William W. Marsh, one of the inventors of the Marsh harvesting machine and member of the old-time firm of C. W. and W. W. Marsh, passed away at his home in Sycamore, Ill., recently, after a long and lingering illness. Mr. Marsh was 82 years of age at the time of his death. He was born in Ontario, but while still a young man went to Illinois with his parents and settled upon a farm. It was while harvesting grain with an old Mann reaper, that the two brothers evolved an idea, which developed into the Marsh harvester, a model of which was completed a year later. In 1863 the firm of Steward and Marsh was formed at Plano, Ill., and work was begun on the Marsh harvesters.

#### The Gray Tractor Catalog

The Gray Tractor Co., Inc., Minneapolis, have issued a very interesting catalog describing the Gray tractor. This machine, a description of which was given in our May issue, has some very important features in design. Full particulars can be seen in the new catalogs which dealers can obtain from the Canadian organization of the company, the Gray Tractor Company of Canada, 307 Electric Railway Chambers, Winnipeg. An important feature in connection with this tractor is that although many automobile manufacturers have found it necessary to substitute plain carbon steel for alloy steels on account of the shortage of the latter, the Gray of the present model has more alloy steel parts than ever. Through this means weight has been reduced and strength added at the same time.

Success doesn't "happen." It is organized, pre-empted, captured by concentrated common sense.



June 28

**Calgary**

July 6

## Industrial Exhibition

Have Your Mail Addressed to Our Office  
There's a Peg for Your Hat and a Chair for You  
Make Yourself at Home

You will find some of the Best Attractions  
In Our Warehouse

The *Westwo* Line of  
Guaranteed *Westwo* Painted Woods  
For Wagon, Implement or Plow

Deserves Your Inspection ————— Let Us Show It to You

**D. ACKLAND & SON, LTD.**

722-11th AVE. WEST

CALGARY



## Factory Notes

The Tri-State Machinery Co., Minneapolis, are handling the Jumbo truck, made by the Nelson Motor Truck Company, Saginaw, Mich.

The International Harvester Company, Chicago, is having plans prepared for a number of one-story foundry buildings as additions to the McCormick plant.

The Wolverine Tractor Company, Detroit, will establish a factory at Saginaw, Mich. Plans call for a building 100 x 250, one story, of saw-tooth roof construction.

A strike of workmen at the plant of the Minneapolis Threshing Machine Co., at Hopkins, just out of Minneapolis, has been adjusted by the state board of arbitration. Skilled workmen were granted a ten per cent raise and common labor 25c. a day, from \$2.75 to \$3.

Fairbanks, Morse & Co., Beloit, Wis., have announced a 10 per cent bonus plan for the benefit of all employees of the Eclipse works who receive less than \$2,100 annually. The bonus will be paid in four quarterly instalments under the usual provision of continuous employment.

The Monarch Tractor Co., of Watertown, Wis., manufacturing the Neverslip and Lightfoot tractors, will increase its producing capacity by erecting an addition to the present buildings. The contract calls for a one-story structure, 160 feet long by 140 feet wide, of latest brick steel factory construction.

Announcement is made that within the next month the Paige-Detroit Motor Car Company, Detroit, Mich., will be producing a line of its own trucks, ranging in capacity from one to five tons. A separate truck department is being organized, and the truck will be manufactured in buildings separate from the production of passenger cars.

The Advance-Rumely Company at Laporte, Ind., will manufacture 3,000 Oil Pull tractors this summer, as well as boilers for the United States Shipping Board, in addition to its regular schedule of manufacture. This will necessitate the employment of fifty more boilermakers and eight hundred mechanics.

A reorganization of the Bull Tractor Co., of Minneapolis, Minn., has been effected, with an increase in capital stock, and the election of a new board of officers. The company has abandoned its intent to remove to St. Louis, and will continue as a Minneapolis

concern, using the large new plant of the Toro Motor Co., which is being newly equipped with special machinery for the manufacture of Bull tractors.

The J. I. Case Threshing Machine Company, Racine, Wis., is preparing to build a plant addition consisting of a one-story brick and steel structure, 144 x 513, to be used for machine shop

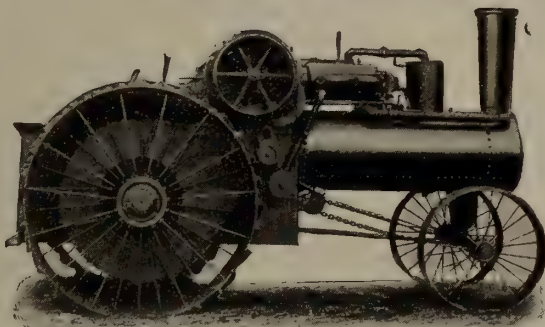
purposes. The addition is made necessary by a large increase in the demand for Case products, especially tractors. The building and equipment will cost \$100,000.

With the view of increasing production so as to keep up with the demand for its products, the Peoria Tractor Co., Inc., of Peoria, Ill., maker of the Peoria Kerosene tractor, has increased

its capital stock to \$1,500,000, and has become the Peoria Tractor Corporation, with the following board of officers; President, F. R. Dennis; vice-president, E. M. Smith; secretary-treasurer, George McFarland (designer of the machine); sales manager, L. R. Benton.

Get your twine orders now.

## DEALERS: Establish Your Thresher Trade On Fairbanks-Morse Machines



The Townsend Twin Cylinder Kerosene Tractor, 12-25 H.P.

Many light tractors cannot stand the strain of heavy work—either drawbar or belt. THE TOWNSEND CAN. It is built like a battleship. The enormously strong "boiler frame" acts as a radiator and is a rigid bed-plate for the motor and transmission. The throttling governor, twin-cylinder motor runs smoothly, steadily, and on the cheapest fuels. Develops more than its rated capacity

The farmer who harvests 100 acres or more of small grain pays every five years for custom threshing a sum equal to the cost of an individual threshing outfit. If he has a Fairbanks-Morse tractor and separator, his investment for threshing is reduced as he has tractor power the year around for both field and belt work.

### Sell the TOWNSEND 12-25 H.P. KEROSENE TRACTOR

*The Strongest Light Tractor Sold  
Ample Power for the Average Farm*

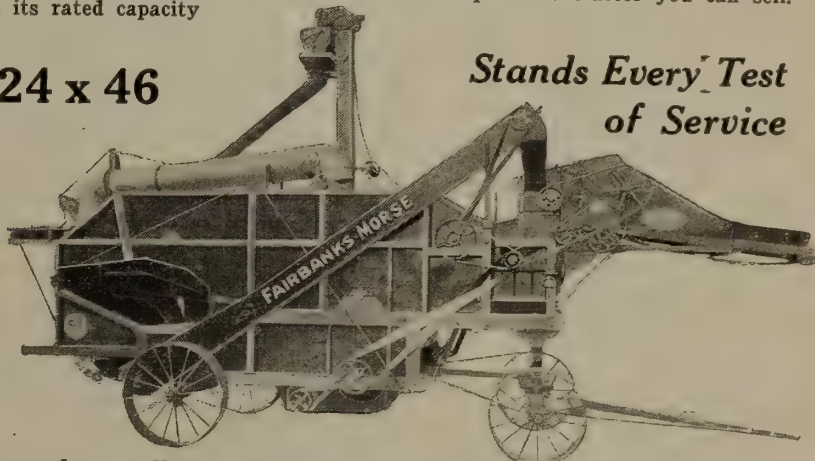
of 12-25 h.p. Pulls three plows in stubble with ease and handles a 24 x 46 separator fully equipped. Strong shafting, enclosed gearing, wide-faced drivers, high tension, magneto ignition, single lever control, direct drive to belt pulley—every feature the customer wants. Fully guaranteed. The most dependable tractor you can sell.

### Fairbanks-Morse 24 x 46 "Tractor Special" Separator

Equipped with Self-Feeder, Wind Stacker and Automatic Register. Strong sheet steel body. Frame of select maple. Braced and built to stand every strain. Has every feature that makes for good work and durability. Fairbanks-Morse Separators get all the grain.

For the individual farmer the Townsend 12-25 H.P. Kerosene Tractor and the Fairbanks-Morse 24 x 46 Tractor Special Separator comprise an outfit that is in demand in any territory. Your customer gets a tractor second to none, and can do his threshing without delay and loss. Our separator construction is unequalled. Heavy double

*Stands Every Test  
of Service*



bar cylinder. Self aligning bearings. Large grate surface. Beater combs straw thoroughly. Equipped with "no choke" steel chaffer. Full equipment of sieves and weed screen. Perfect balance of all parts gives practically no vibration. Every part guaranteed. Get our special bulletin and you will realize why the Fairbanks-Morse Separator is a profit builder for dealers.

*Ask for Our New Thresher Catalog and Agency Offer*

## THE CANADIAN FAIRBANKS-MORSE CO. LIMITED

SASKATOON

WINNIPEG

CALGARY

**Fairbanks-Morse Combination Threshers**



24 x 46 Separator  
20 H.P. Twin  
Cylinder Kerosene  
Engine

*Are You  
Ready for  
the Demand?*

*Now is the Time  
to Line Up  
Your Prospects*



## U.S. Vehicle Men Endorse Standardization

At a recent meeting of the carriage manufacturers of the United States important business was transacted as regards the status of the carriage industry in that country. In a resolution passed it was stated that the horse-drawn vehicle is no longer used as a pleasure vehicle, but is essential to the farmer in producing the maximum crop, which has been recognized by the government as one of the important means of winning the war.

It was decided that all non-essential features heretofore used in the construction of vehicles be eliminated, and that a standardized buggy be adopted which will greatly decrease the varieties of materials required. On or before Jan. 1, 1919, all manufacturers agreed to accept the specifications adopted; while all catalogs, literature, etc., will be in accordance with the agreed-upon specifications.

Necessary steps will be taken to adjust materials to conform with the specifications agreed upon by the manufacturers, and no orders will be accepted after Jan. 1, 1919, calling for vehicles differently constructed.

At this initial meeting of the

buggy manufacturers, the following action was taken on standardizing the horse-drawn spring vehicle. Other parts will be discussed and standardized at a later meeting:

### Springs

All elliptic buggy springs to be either 36 or 34 inches long;  $1\frac{1}{4}$ -inch 3 and 4 plates,  $7\frac{1}{2}$ -inch opening, button heads, round points, square nuts, No. 4 shape, smooth finish. No other  $1\frac{1}{4}$ -inch elliptic spring to be made.

One side spring only to be made and that to be  $1\frac{1}{4}$ -inch, 60 inches long by  $5\frac{3}{4}$ -inch opening, 5 plates, all No. 2 grade, clotted and beaded, not a true sweep.

### Axles

A standardized  $6\frac{1}{2}$ -inch "D" collar, swell taper spindle box and nut adopted and used on all 15-16-inch, 1-inch and 1 1-16-inch axles.

One-half-inch arch and  $2\frac{1}{2}$ -inch true arch axle shapes of beds adopted and all other shapes eliminated.

That no other tracks be furnished except 5 feet 1 inch, 4 feet 8 inch and 4 feet 5 inch for the Central and Western territory, and that only 5 feet 1 inch, 4 feet 10 inch and 4 feet 8 inch be fur-

nished the Southeastern territory. It was the sense of the meetings that 5 feet 1 inch and 4 feet 8 inch tracks measuring center to center of rims at the floor be the standard tracks which all ought to endeavor to adopt, and no other used; that the 4 feet 10 inch and 4 feet 5 inch tracks be permitted, but to be discouraged, and that they be eliminated as soon as possible.

It was left with the Standardization Committee to have master patterns made of standard spindle box and nut, and to take the necessary steps to carry out as soon as possible all the standards adopted.

### Wheels

All  $\frac{3}{4}$ -inch and  $\frac{7}{8}$ -inch wheels to be made in F8 style flange,  $6\frac{1}{2}$ -inch length of hub, and no other. This will eliminate the F-7 style flange and the No. 01 size flange in any style.

$\frac{3}{4}$ -inch wheels to be made in 37-41, 39-43 and 41-45 heights only;  $\frac{7}{8}$ -inch wheels to be made in 39-43 and 41-45 heights only; 1-inch,  $1\frac{1}{8}$ -inch and  $1\frac{1}{4}$ -inch wheels to be made in 39-43 height only. All  $\frac{5}{8}$ -inch wheels, staggered spoke wood hub and shell band wheels and Warner wheels to be eliminated.

### Wagon Track Standardized

The so-called wide and narrow tracks for wagons will be done away with by the adoption of a standard track. In the U.S. the two principal tracks used have been those of 54 and 60 inches—the latter being common in the Eastern and Southern States. It was unanimously decided by the manufacturers to adopt a standard track of 56 inches, which is the standard track of pleasure automobiles.

The next important change was the adoption of a standard box width of 38 inches, outside measure. Heretofore not only had this width been made, but many

others, principally a 42-inch width on wide track wagons.

The third important change was the adoption of three standard heights of wheels, namely, 40-inch, 44-inch and 48-inch, which are to be used in combinations, enabling the use of but one standard gear. A restricted list of tire widths was also adopted, graduated by inches from 2 to 4 inclusive. There were several minor changes in construction made, but the foregoing are those affecting the trade.

In the changes adopted the interests of the consumer have been placed foremost. For with a universal track he can procure a wagon of his choice almost anywhere, and with standard wheel heights and tire widths his repairs are at all times available.

### McClelland Stooker Co. Hold Meeting

The annual meeting of the McClelland Stooker Co. was held in the Industrial Bureau during the last week in May. Some of the directorate criticized strongly Mr. McLelland, the inventor of the machine, claiming that he would not co-operate with them and was lacking in business methods. The inventor retaliated that he wanted no interference with mechanical matters. It was alleged that he would not deliver up the patent in return for the shares of stock allotted him, while one large shareholder moved that legal proceedings be taken against Mr. McLelland. The latter stated that the machine was not yet perfected, and until this was done it would not become the absolute property of the company. Claim was made that the machine was identical with a stooker manufactured by the International Harvester Co., but this was denied by John Muxlow, vice-president of the company, who explained differences in design.

# Nilson

## Light-Weight TRACTORS

**T**O see the Nilson Tractor is to want it.

An influential Manitoba farmer, while spending the winter in Los Angeles, saw the Nilson at work. He had watched many other tractors perform. He already owned two. After seeing the Nilson he made up his mind it was the best tractor he had ever seen, and upon his return home insisted that his nearest dealer get a Nilson for him.

A farmer from Southern Saskatchewan saw the Nilson Junior in competition with 15 other machines, at the Columbus, Ohio, tractor school last February. He picked the Nilson as the best tractor he had ever seen and as soon as he returned to the farm ordered a Nilson thru his Dealer.

Nilson Tractors will take part in the Light Tractor Plowing Demonstration at Brandon, July 23rd to 25th.

Hundreds of farmers like the two above will see the Nilson and recognize its superior tractor merits. Live Dealers will prepare to cash in on this demand.

### CANADIAN DISTRIBUTORS:

**Happy Farmer Company, Limited**  
225 CURRY BLDG. WINNIPEG, MAN.

Distributors for CANADIAN NILSON TRACTOR CO. LTD., Manitoba and Saskatchewan

### ALBERTA DISTRIBUTORS:

**W. F. HEIDEL** **M. A. PEACOCK**  
Lethbridge, Alta. Calgary, Alta.

# QUALITY TRACTORS

# Nilson

## IMPLEMENT DEALERS HARDWARE MEN GENERAL STORES PUMP MEN

Buy your wood and iron pumps, cylinders, galvanized pipe, galvanized rod, etc., from a WESTERN CANADA concern.

Fitted for any depth of wells.

Large stocks carried.

Prompt shipment guaranteed.

ASK FOR PRICES

## MANITOBA ENGINES, LIMITED

Phone 2943  
EIGHTH ST. and ASSINIBOINE AVE.

Brandon, Man.





# Plymouth Twine

PLUS

# Plymouth Service

A Combination hard to beat is  
enjoyed by the

## PLYMOUTH TWINE DEALER

1st. He sells the oldest, best known  
and most advertised twine.

2nd. He is given a service that helps  
him sell it.

*Can a Dealer afford to ignore this  
Combination, which means Success?*

### PLYMOUTH CORDAGE CO.

WELLAND, CANADA



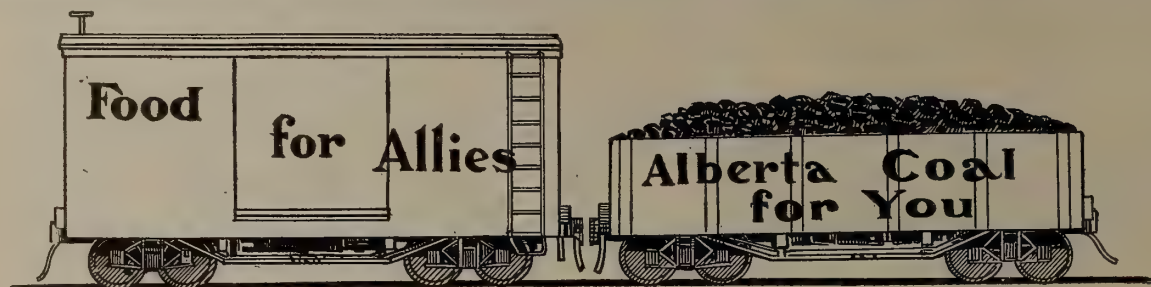
*Canadian Distributing Agencies:*

W. G. McMAHON  
(Representing Lindsay Brothers)  
Winnipeg, Man.

HOBBS HARDWARE CO.  
Toronto, Ont.







# One of these Cars Must Wait Unless **YOU** Act at Once!

THE farmers of Manitoba, Saskatchewan and Alberta are strongly advised to get their coal in before harvest. As soon as the new grain can be moved it will have the preference over other freight, and those who do not lay in the larger part of their requirements of Alberta coal before August 15th can have no guarantee of receiving it at all later.

This warning is especially addressed to farmers who have usually waited to haul their coal until taking their grain to the railroad. *Do not wait this year.*

## Haul Your Coal Early

EVERY CAR OF ALBERTA COAL  
IS GOVERNMENT INSPECTED



Government of the Province of Alberta

JOHN T. STIRLING, Fuel Administrator for Alberta

### Dealers Form Association in Northern Saskatchewan

We are notified that an organization, to be known as The Northern Saskatchewan Retail Implement and Vehicle Dealers' Association, was inaugurated on May 29th, at Saskatoon.

The following officers were elected:

President, Langdon J. Williams, of the Tractor Company, Saskatoon.

Vice-Pres., W. J. Tracey, of Lock & Tracey, Saskatoon.

Secy.-Treas., Guy Wilson, 107 C.P.R. Building, Saskatoon.

The secretary's report of the meeting states that a Board of Directors was appointed to cover the whole of Northern Saskatchewan, and this trade association has started with a good membership on sound principles, for the protection and betterment of the whole implement trade.

It is stated that this organization is independent of all other trade organizations. It is by the retail implement men and for the retail implement men, for the betterment of general conditions in Saskatchewan. The report says in part:

"The facts recognized by the retail dealers of Northern Saskatchewan are: That the manufacturer is paying his labor for manufacturing goods 75 per cent more than in the spring of 1915. The average increase in price of machinery in Canada since the spring of 1915 is 52 per cent. The average increased profits of the farmers for the same period is 125 per cent. The cost of living in the West has increased 58 per cent, and the increased remuneration for the sale of implements by retail has not been more than 15 per cent.

"The manufacturing companies are informing their stockholders in their annual statements that the profits on the business done in the last twelve months are very satisfactory. The increased percentage of their profits is only known to themselves, but it is recognized that the service end, both in the selling organizations themselves and in regard to the retail implement dealer himself, is not more than 15 per cent."

It was the unanimous opinion of the members of the organization that similar trade bodies should be commenced in Southern Saskatchewan, Southern Alberta and Northern Alberta, each association standing on its own feet and controlled by its officers, all associations to be affiliated with a central.

Use your prospect list.



# Cleveland Tractor



## There are thousands of prospects for Cleveland Tractors within your Reach

We do not know of a business to-day that offers such great opportunities for the dealer as the sale of Tractors.

But they must be Tractors of the right sort, made by an organization of the right sort, backed by ample capital.

The story of the Cleveland Tractor is one of the romances of modern business.

In one short year this business has grown to a production of nearly 1,000 Cleveland Tractors per month—a record which speaks for itself.

*The Cleveland Tractor Company is the largest producer of track-laying or tank type tractors in the world.*

The Company is composed of some of the leading business and financial men of Cleveland, Ohio, headed by Mr. Rollin H. White, one of America's leading engineers.

The Cleveland Tractor is decidedly different from any other. It is an all-purpose machine which is designed to do and does do an unusually wide range of work.

This machine carries, lays down and picks up its own endless track, like the great "tanks" on the European battlefields.

It can travel almost anywhere. There is hardly any limit to the variety of work it does. It is adapted for service in both agriculture and industry.

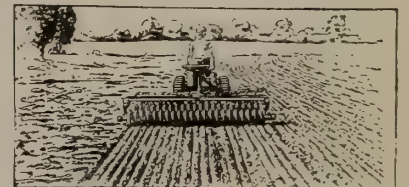
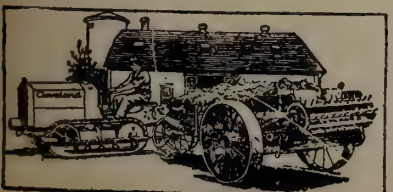
There are more than six million farms in the United States and the majority of them can use Cleveland Tractors to advantage.

The World needs and wants Cleveland Tractors. The machine needs but to be shown and demonstrated. Can you imagine anything that offers a greater sales opportunity?

As stated above our production is running nearly 1,000 machines per month and we are preparing to increase this just as fast as buildings can be constructed on our 74 acres of land, and equipment installed.

It is our intention to contract with Dealers for unoccupied territory just as fast as production will justify. When writing us, Dealers will enable us to handle their application to better advantage if they will inform us fully as to their present business, their organization and facilities, together with any other information that will enable us to judge of their qualifications.

THE CLEVELAND TRACTOR CO., 19165 Euclid Ave., Cleveland, Ohio, U.S.A.





### Crop vs Implement Values By "Albion"

"I was interested in your recent article re price complaints. You suggested it would be a good plan for salesmen to show the purchasing power of farm products, as compared with pre-war times. In view of the attitude of many writers in farm journals, constantly holding the farmer up as an ag-

grieved person from whom the nation conspires to take all and give little in return, and the evident belief by many farmers that they are victims of unfair discrimination, I think it is up to us, as implement agents and salesmen, to convince the farmers that this is untrue, in fact, that the very opposite is true.

"Take the question of duty on implements, for instance. Let us

allow that it is a subject worthy of debate in normal times, when the question of tariffs on all raw materials could be considered concurrently; then let us give the manufacturers loyal support by showing the farmer that his bonus on wheat offsets many times, the duty he pays on his implements. The wheat crop in Western Canada for 1917 has been estimated at 212 million bushels. It is bought by the Allies at \$2.21 Fort William and sold in Great Britain at \$1.90 after paying freight and insurance. If Great Britain dare not charge more than \$1.90, it is fair to assume that the balance of 31c. is a straight bonus. On 212 million bushels the bonus alone is \$65,720,000. Put these figures squarely before the farmer, and he

will begin to feel—it is not the manufacturer but the farmer who belongs to the privileged class.

"In a few short years the wealth of the landed proprietors of Europe has been transferred to the landowners of this continent, and if we allow the farm journals to give them the wrong viewpoint unchallenged we shall suffer.

"The wheat bonus alone for 1917 will pay for every implement purchased in Canada during the year and leave the farmer a clear \$1.90 per bushel, plus all other farm products. Many farmers are convinced of these facts, and are satisfied to 'get on with the war.'"

### The Model "D" Bates Steel Mule

The Model "D" Bates Steel Mule is manufactured by the Joliet Oil Tractor Co., at Joliet, Ill. This machine, which is handled in Western Canada by H. A. Jones, 1750 Hamilton St., Regina, is much smaller, and is more compactly built than former models, but is said to have more efficient transmission and to deliver an even greater pull at the drawbar. Some of the constructional details of the tractor are interesting, and the final design was given every practical test, including a thousand-acre reliability run.

The motor is a four-cylinder, four-inch bore by six-inch stroke, over-head valve, bell-housing type. Attached direct to the bell-housing is a sliding-gear transmission, giving two forward and one reverse speeds, equipped throughout with Timken roller bearings, alloy steel gears cut and hardened and alloy steel shafting. All joints are machine surfaced, ground to an accurate fit, making an absolutely oil-tight job so that all gears and bearings run submerged in oil all the time. With one filling of oil, the transmission will operate through a long period without further attention. The motor, with the transmission, forms a unit power plant, giving all the advantages of ultimate compactness and rigidity. The unit power plant is in turn, mounted in the tractor frame proper, on a three point suspension.

The front of the tractor rests on a pivot in the center of the front axle, in such a way that either wheel can rise and fall perfectly free, without throwing any twisting on the frame. The crawlers are in turn so mounted that they oscillate up and down freely at the front end, so they always grip the ground through their full strength. Full particulars can be obtained by interested dealers, who will write the Regina distributors.



## Efficient Haying Tools

### Side Rake and Tedder

The Massey-Harris Side Rake and Tedder saves the cost of one machine, the extra storage space required, and the time hitching and unhitching when changing from Tedding to Raking or the reverse.

It can be changed in an instant from Raking to Tedding and satisfies the most exacting in either capacity.

Made almost entirely of Steel, has strong and simple Gearing and can be adjusted to meet any requirements.



### Hay Loader

Simple in construction—will not get out of order. Yields automatically to any obstruction or unusual volume of hay.

Places the hay well forward on the load. Its motion is steady and constant.

Will save many a load which might otherwise be caught by a sudden shower.

Our line also includes Mowers in all sizes, Wood and Steel Frame Self-Dump Rakes, Tedders, Rake Bar Loaders, etc.,

## MASSEY-HARRIS CO., Limited

Head Offices  
Toronto.

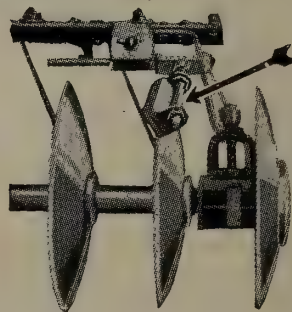
### Branches at

Montreal, Moncton, Winnipeg,  
Regina, Saskatoon, Swift Current,  
Yorkton, Calgary, Edmonton,  
Vancouver, Kamloops.

Factories at  
Toronto, Brantford  
and Woodstock

### A Quick Selling Specialty For You

## The WAGNER DISC GRINDER



Saves money for your customers. Adaptable to any disc. Sharpens blade quickly and without attention, setting up a good cutting edge. Easily shifted from blade to blade. Keeps the disc in first-class shape. The hard emery grinding block will last several seasons and can be replaced. Makes no load on disc. They sell everywhere. Write at once.

GET DEALER'S PRICES

### CUSHMAN MOTOR WORKS OF CANADA, LTD.

Builders of High-grade  
Light-weight Engines

Dept. E., Whyte Ave. and Vine St.  
WINNIPEG, MAN.

Combination Threshing Outfits—Langdon Ideal Self Feeders—Fanning Mills—Vacuum Washing Machines—Lincoln Saws—Shinn-Flat Lightning Conductors—Universal Hoists—Wagner Hardware Specialties.



HEAD OFFICE

SPECIAL PRICES TO  
RED CROSS SOCIETIES

## BEST PRICES PAID FOR SCRAP IRON, RAGS, ETC.

The oldest and largest SCRAP IRON AND METAL DEALERS in Western Canada. Wanted at once any quantity of mixed country Scrap Iron, Rubbers, Rags and Metals. Carload Lots our Specialty. We have been giving our customers satisfaction since 1884. We guarantee to please you. Scrap iron is now bringing good prices—sell while the market is high. Correspondence solicited. Write to-day for our latest price list.

ESTABLISHED 1884

THE  
**B. Shragge.**

IRON & METAL CO. LTD.

WINNIPEG, MAN.



### The Engine in War Time

The shortage of farm help is going to force farmers, who under ordinary circumstances, would scarcely be in the prospect class for an engine, to buy one of those labor savers on the modern farm. There never was a better time than now for the dealer who handles stationary engines to get busy and put on an aggressive selling drive for engines in his territory. Farm engines have been talked about, written about and cussed about, yet there are thousands of farmers who do not yet know *why* they should own one. This leaves a great field for the dealer—for the farmer should be told not only how the farm engine will help him, but how it will actually make money for him.

We want to produce the maximum amount of food with a minimum of man-power, and in order to do so the internal combustion engine in all its adaptations is the way out. Now is the golden opportunity for the tractor and engine dealer. It is computed by authorities that to take care of a million horses the time of approximately 40,000 men is consumed—working twelve hours a day at that. Further, consider the land

that is under cultivation, so that food may be produced for that number of horses. A large part of the food producing land and of the labor of these horse tenders can be released for other purposes by the use of the tractor, truck and stationary engine.

The dealer who advertises his engine lines in the local papers, circularizes his engine prospects and who has a nice engine display upon his floor will find little to complain about as regards the profit from tractor and engine business. The factor of price has been raised as a reason for neglect of engine sales. Mail order concerns ship into every territory engines which are not to be compared with those sold through the legitimate channels of trade. Their business lever is price, but the factor of quality, plus local demonstration, usually shows the farmer that it is profitable to buy an engine that will be reliable and that will give service for a greater number of years than will the product that is sold only with price as a compelling factor in the deal. In a hundred ways the reliable engine can be of infinite value to the farmer. See that you keep him alive to the fact that you sell engines.

## THE CANADIAN LIGHTNING ARRESTER AND ELECTRICAL COMPANY LIMITED

### FIRE LOSSES IN SASKATCHEWAN

For the year 1916 totalled \$1,588,191, according to figures issued by the Provincial Fire Commissioner's Department. The greatest number of fires from any one cause was by lightning.

The total fire loss for Canada in 1916 was \$25,400,000.

Proper Lightning Rods properly erected give almost 100% protection. Imagine what the saving to the Dominion would have been in 1916 if all buildings had been rodded!

#### MR. DEALER

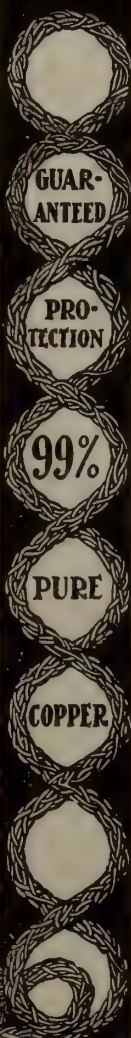
Every farmer in your district owes it to himself to protect his family, home, buildings and live stock. He can do it with Townsley Lightning Rods. See that you get his business instead of the peddlers who go through the country picking off the "cream" with unbranded rods of no recognized standard.

#### THE TOWNSLEY SYSTEM PROTECTS

Write for our Dealer proposition

The  
Canadian Lightning Arrester &  
Electrical Co., Ltd.  
BRANDON MAN.

OFFICES & FACTORY  
BRANDON - MANITOBA  
TOWNSLEY LIGHTNING SYSTEM  
SYSTEM OF VENTILATION



## What About Harvest Time?

### (A DEERING ADVERTISEMENT)



**T**O solve the tremendous problems of properly feeding our nation, our armies, and our allies, every effort has been bent toward increased yield, increased acreage, the intelligent use of tractor power, fertilization, tillage, etc. But very little, comparatively, has been said about the harvest of the vast 1918 crop that is to come.

The binders of Canada—and among these **DEERING** binders stand high—are expected to come out at harvest time as a matter of course and handle the situation, no matter how serious it may be. This confident attitude is a great tribute to the efficiency of the modern binder—but it takes too much for granted. Dealers understand as no one else can, that the binders will meet this year's great harvesting emergency successfully only if they bring their best efforts to bear between the manufacturer and farmer. The success of the harvest is largely up to the dealer.

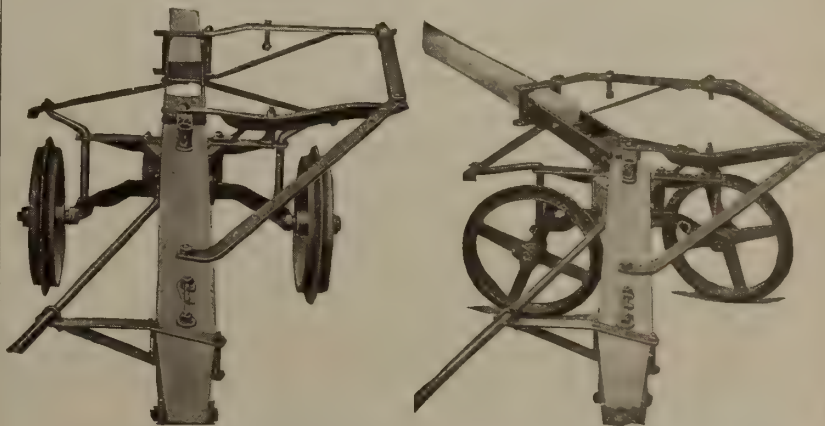
Binder supply, like the supply of everything else nowadays, must be handled with care. Binder repair service must be worked out in detail as never before. No farmer who can conserve more labor and grain if he has a new binder for the 1918 crop, can afford to run an old worn out binder this year. No farmer whose acreage and power equipment demand an 8-foot binder can practise real economy with a smaller, less adequate machine.

Dealers who sell **DEERING** binders and twine have an important mission this year. Timely planning and common-sense action are what count in a time when most things are out of kilter, as now. Live up to the occasion with **DEERING** equipment. Be ready with binders, with twine, and with repairs!

### International Harvester Co. of Canada, Ltd.

#### BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.  
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



Pivot axle tongue truck on the Deering binder, showing pole straight. Note the all steel construction and flanged wheels.

Showing how easy it is to make square turns on account of the wheels coming [around faster than the pole.



## U.S. Government Behind Standardization Work

In connection with the elimination of unnecessary varieties and styles of farm implements the U.S. War Industries Board has issued the following memorandum:

"It is the desire to eliminate in so far as possible all non-essentials in the way of farm implements in order to insure the largest possible output of implements for the coming years and also to keep the price of the finished product, to the farmer, as low as possible by maintaining the overhead manufacturing price at the lowest possible point. Extreme caution will be exercised to avoid cutting out implements, which may be of prime importance in some sections of the country, although non-essential in others."

A questionnaire has been submitted to all manufacturers dealing with seeders, drills, plows and tillage implements, which all manufacturers are asked to reply to promptly.

In drills, for example, it is asked whether each manufacturer shall restrict his output of the following to the sizes noted:

Plain 6in. drills to 12-6, 16-6, 20-6, 24-6. 7in. drills to 10-7, 11-7,

12-7, 14-7, 18-7. 8in. drills to 8-8, 10-8, 12-8 and 16-8. Low-down press drills in 6in. to 20-6; 7in. to 12-7 and 16-7; 8in. all sizes to be eliminated. Seeders, it is suggested, might be restricted to 3 sizes—12, 16 and 24 bar. Sowers to 2 styles—11 feet in wide or narrow track types. 5in. drills to be eliminated. Land measures to be eliminated from all sowers. As regards the concavity of discs, it is asked whether these should be standard: Size 13in. gauge No. 13, concavity,  $\frac{3}{4}$ in.

### Plows and Tillage Implements

Left-hand plows are considered non-essential, while the following types are specified for a great number of possible restrictions:

Chilled plows, and extras for same. Steel plows, garden, stubble, general purpose, solid bar, prairie and light rod breakers, timber land plows, middle breakers, etc.

Listing plows, riding plows, high lift plows, tractor plows, both disc and moldboard, horse-drawn disc plows, etc. In every case suggestions are embodied for possible elimination of sizes or restriction in type or equipment.

Other machines embodied in this lengthy questionnaire are:

Corn planters, corn drills, planters and drills, stalk cutters, peg tooth harrows, disc harrows (horse and engine), shovel cultivators, disc cultivators, lister cultivators, etc. In regard to all questions it is specified that the date of discontinuance of manufacture of all machines and types which can be eliminated shall be in all cases November 1, 1918.

### Ventilating the Barn and Stable

In Western Canada the climate is such that it has been found advisable to keep the dairy herds in the stable from 150 to 200 days each year, in order that they may be most profitable. It has been proven that when animals, especially dairy cows, are exposed to rain or cold winds there follows an immediate lessening in milk flow and the amount of fat produced. Stables must be frost and windproof, but they must also be continually flooded with fresh air and sunshine. If this is not done the cattle, though protected from the elements, will be exposed to such diseases as tuberculosis, eye disease, catarrh, bronchitis, foul feet—all of which are the result of poor ventilation and filthy stables. Effective ventilation is one of the first requisites of a sanitary stable.

The question of the amount of carbon-dioxide in the air of a barn is of vital importance. The air test determines proper ventilation and unless the air is fresh the animals must suffer. No barn should contain more than 33 per cent of air once breathed. The air must enter and leave the building at the rate of 3,500 cubic feet per hour per cow. The heat in the building must be trapped and held, yet there must be sufficient movement of fresh air for proper ventilation.

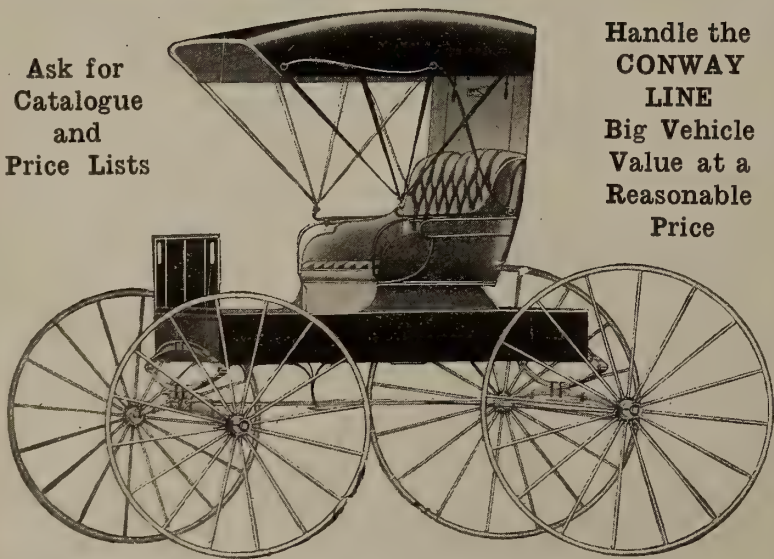
The Townsley system of barn and farm building ventilation has been designed according to scientific rules as regards the necessities of farm buildings. These systems, which are produced by the Canadian Lightning Arrester and Electrical Co., Brandon, Man., are stated to give a positive guarantee that the building is properly ventilated. This concern has studied conditions and have planned a system which gives thorough aeration. In any community there is a demand for these systems, which should be investigated by dealers who are interested in this line of barn and stable equipment. Service is given by the company, so that perfect installation is secured and the testimony of farmers who have installed Townsley ventilating systems is proof of their effectiveness.

It must never be forgotten that the installation must depend to some extent upon barn construction. If the construction of walls and ceilings is faulty it is exceptionally difficult for any system of ventilation to keep them dry without lowering the inside temperature too much. Well insulated walls, with dead air space or a core of shavings prevent the too rapid circulation of heat. The Townsley system gives the right circulation of air to keep the walls and ceilings dry.

The number of cattle in a given cubic space is quite an important factor making for the effectiveness of any system. Too many cattle makes it difficult to ventilate in such a way as to avoid draughts; too few makes it impossible to keep the temperature up to the comfortable point and at the same time provide for sufficient air circulation. Low temperature does not always mean pure air, and here is a

## Dealers: Build Buggy Business!

Ask for  
Catalogue  
and  
Price Lists



Handle the  
**CONWAY  
LINE**  
Big Vehicle  
Value at a  
Reasonable  
Price

### Every Item is a Money-Maker

The lines we handle are especially chosen to meet the demand of Western Canadian trade. They are quick sellers in any territory, and with them the dealer can give prompt service and quality goods at a price that will meet any competition.

### Large Stocks Carried in Regina

Conway Line Buggies; Munro & McIntosh Buggies; Heney Harness and Blankets; Woodstock Wagons and Sleighs; "Viking" Cream Separators; "Round Oak" Stoves and Furnaces; Ford Commercial Bodies in all Types—a splendid line for live dealers.

Handled in Saskatchewan Exclusively by

**BERT CONWAY** <sup>BOX</sup><sub>33</sub> Regina, Sask.

Corner Albert and South Railway Sts.

## HILLCREST STEAM COAL

THE KIND THAT  
DOES THE WORK

FOR PLOWING  
AND THRESHING

Order from your nearest Coal Dealer at once and  
have a supply when you are ready to start work

**COAL SELLERS, LIMITED**

905 Union Trust Bldg.  
WINNIPEG

CALGARY

SASKATOON

REGINA

EXCLUSIVE WHOLESALE DISTRIBUTORS

Of Lethbridge "Imperial" Coal; Pembina "Peerless" Coal;  
Drumheller "Monarch" Coal

DEALERS: WRITE US FOR PRICES AND TERMS



point where a great many stablemen made a mistake. The air in a stable where the thermometer shows several degrees of frost may quite easily be most vile. From all which it seems important, in the first place, to so arrange matters that there shall be about the right number of animals in the given stable, allowing, say, from 600 to 800 cubic feet of air space for each cow two years old and over.

Dealers who come up against ventilation problems would be well advised to communicate with the makers of the Townsley system, as their expert knowledge is at your disposal, and much valuable advice can be had on the correct ventilation of either farm or public buildings, such as halls, schools, etc.

#### Fordson Distributors and Tractor Implements

A report in "Farm Implement News," Chicago, indicates that Henry Ford and Son, Dearborn, Mich., will enter the tractor implement business on a large scale, although the distribution of the machines will be handled by independent Fordson distributors.

Distributors in the states for the Fordson tractors are signing up manufacturers of implements and equipment which are used in

connection with those tractors. The distributors for the implements will, in turn, appoint Fordson agents for each territory.

#### Repairedness and Preparedness

The Minneapolis Threshing Machine Co., Hopkins, Minn., are requesting all dealers for the Great Minneapolis line of threshing machinery to draw the following appeal to the attention of owners of these outfits. The appeal says in part:

"The war necessities of our country have drawn heavily upon both men and materials, thereby seriously hampering manufacturing efficiency. Therefore we strongly urge you to at once carefully inspect your threshing outfit—engine, separator and attachments. Make out a complete list of all worn and broken parts and place your order for the same with our nearest dealer or branch house manager. Press for immediate shipment and when you receive the same make all replacement and needful repairs. Give all your machinery a thorough test so that you will know that it is all in order before active threshing begins.

"We also suggest that if you find your engine power inadequate for your separator that you

either procure, if possible, an engine of sufficient power, or a smaller separator better adapted to the power you have, so that you may balance up your outfit to give you the best results in operating. We wish to impress upon you the necessity that all orders for repairs and other goods wanted to be placed with the Minneapolis dealer at the earliest possible moment, to reduce risk of delay in shipment."

#### Woods Used for Vehicles

In North America, vehicle makers use more than fifty different woods in their product, but more than 60 per cent of the total is hickory and oak. Hickory leads oak by several million feet a year, and oak leads the next wood below it by 160 million feet an-

nually. Oak is used for the heavier vehicles, hickory for the light. There are more than fifty-two different kinds of oak, and practically every one is somewhere in use as wagon material. There are a dozen different kinds of hickory. Next to oak comes yellow poplar in popularity. It takes a high polish and is in great demand for wagon beds. No wood takes on paint better and the best yellow poplar is in great demand for carriage bodies. Before the war the total consumption of wood in vehicle making in the United States alone was about 740 million board feet a year.

Out of ten men who see Niagara, nine see water falling over a precipice and but one sees power.

### Tell Your Customers About Shinn-Flat

Secure the agency for this modern, scientific Lightning Conductor, endorsed by the world's electrical authorities. Ask us for the solid advertisement shown below, and run same in your local paper. You'll find that big business will result. We are co-operating with you by a big farm paper advertising campaign.



## Shinn-Flat

### Protects Property and People from Lightning

Lightning strikes many times in this district every year. You know your property and your family are not safe without protection.

To say nothing about the safety of yourself and your family, your buildings, stock and feed are worth too much money these times to take any chances.

Shinn-Flat is the only Lightning Conductor woven in the form of a flat cable—the form that the electrical authorities of the world admit to be the safest—even the U. S. Weather Bureau.

It is covered by a Cash Bond, issued direct to you by a large Bonding Company, that Lightning will not strike the building on which it is placed.

The expense is slight—the protection complete. Call and get a Book on Lightning and read it over at home. Remember

### Lightning CAN'T STRIKE If Shinn Gets There First

For 25 years the Shinn system of Lightning Conductors has proven to give absolute protection. Reasonable in cost. If you want to increase your business, you should write us for agency, literature and selling helps.

### Cushman Motor Works of Canada, Limited

Builders of Light Weight, High Grade, Gasoline Engines for Farm Power Work  
DEPT. E., WHYTE AVE. AND VINE ST., WINNIPEG, MAN.

EXCLUSIVE SELLING AGENTS FOR

Combination Threshing Outfits—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washers—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Holland Wild Oat Separators—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties.

## RUBBER BELTING That Meets Threshermen's Needs

Threshing generally exacts the unusual in belt service. Outside work, exposure to all sorts of weather conditions, undue stress and strain, explain why. As the main driving force between the engine and separator we believe Dunlop "Prairie" is unsurpassed. The whirr of the machine is continuous wherever this belt is employed.

### "PRAIRIE" and "RELIANCE" (RUBBER-COVERED AND STITCHED)

Dunlop "Reliance" is a second choice for threshing work. Although this belt is of a slightly lighter construction than Dunlop "Prairie," it is a thoroughly dependable article, and because of its many merits is largely represented in the Prairie Provinces. It is needless to say that both of these belts are especially designed. They have to be to deliver that unfailing service which hundreds of threshing machine owners in every agricultural community have been receiving from them.

If your preference is for a Frictioned-Surface belt you will find our high-grade "Gibraltar Red Special" to be unexcelled.

Dunlop Canvas Thresher Belts and Dunlop Agricultural Hose are conspicuously upholding the reputation of the "Two Hands" line of Rubber Products.

### Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: TORONTO

Branches in Leading Cities

Makers of Tires for all Purposes, Mechanical Rubber Products of all kinds, and General Rubber Specialties.





## What Effect will the Fordson Have on Tractor Trade?

The fact of the Ford plant at Dearborn, Mich., entering the tractor industry upon a large scale has been productive of considerable comment in relation to the tractor industry all over America. We already have these machines in use in Western Canada, and what the effect of this invasion will be on the tractor business as a whole is a feature that demands analysis.

In order to size up the output and capacity of the Fordson plant at Dearborn, E. E. Whaley, editor of the "Implement Age," visited the factories. His comment on the production possibilities of the plant are of interest to every man connected with the tractor industry. In one week at the beginning of May, the records at the factory showed that nearly 600 tractors had been turned out. On

the day on which Mr. Whaley visited the plant, for the first three hours the output showed an average production in that time of 32 complete machines. These tractors were not merely assembled, but had been inspected as assembled and had been driven off under their own power.

The superintendent of the plant compared the simplicity of the process of production to that in building Ford cars. Also he said that very shortly the last of the 6,000 machines being built for England would be completed and that within sixty days the Ford plant would be turning out 200 machines per day for distribution in America. That this or even greater production is probable the visitor had no doubt. The present tractor building plant is being expanded continually and, ultimately, the river plant, now employed for the building of submarine chasers, will be turned over for the manufacture of Fordson tractors. There is no question but that from the point of view of production the Fordson organization will be far ahead of any other tractor building organization the country has known. "This may be an unwelcome fact," said Mr. Whaley, "but it might as well be faced to-day as tomorrow."

From the description given it is evident that the plant was behind on the volume of orders already

filed, and on which cash had been paid. Mr. Whaley writes:

"I was told of one state distributor, who had been allotted 1,000 machines, who reported that he already had received approximately \$400,000 from dealers he had appointed. At the time I was at the plant the shipping record showed that almost 200 machines already had been shipped this distributor or his dealers and cars were going forward each day.

"The facts of production and sales, already briefly set forth, are of interest to both tractor manufacturers and dealers. Of interest largely to implement dealers engaged in the sale of tractors or thinking of this business, is the fact that the Fordson business, in the vast majority of cases, will go to the Ford automobile dealer. Fordson quantity production, more than any other factor we have known to date, will be effective in turning a large part of the tractor distributing business of the country from the implement to the automobile dealer.

### Auto Dealers Will Distribute

"This is demonstrated by the situation in Ohio. At the time I was at Dearborn shipments had been made to twenty-Ohio distributors. Almost without exception these were automobile dealers. The exceptions were not implement dealers, but wealthy farmers who financed the purchase of a car load in order to get immediate delivery for their own purposes.

"The method of distribution being followed at present is by state distributors who will appoint their own county distributors. So far as known these state distributors are men with automobile training and they will make use of the present Ford sales organization."

### Tractor Implement Trade

In addition to very large allotments made to various states and to Canadian territory, plans are being made for doubling the supply for all states already having tractors on order, for 1919. Nebraska and South Dakota, for example, will get 1,500 tractors each. In addition to allotments made it is certain that distributing arrangements will be made for other states and that allotments will be made for these territories for delivery within the coming six months. There is no doubt of the intention of the Fordson organization to distribute tractors over the entire country, and to do this as expeditiously as possible. Everything points that way.

It is the contention of the "Im-

## Get the Agency for the "BOYCE" The Best Trailer On The Market

Capacity 1,000 lbs.

### Prospects Everywhere: Farmers, Dairymen, Merchants—Every Man Who Owns An Automobile

The "BOYCE" Trailer is adapted for general hauling, and tracks perfectly. Strong construction. It is light in draft and is equipped with the famous BRICE QUICK-HITCH COUPLER.

### Write for Full Particulars and Prices

Body is 42 x 72 inches; 8-inch panel. Hardwood sills and Flare Boards. Drop Tail Gate. Strongly ironed and braced. Ball-bearing axle. Tires—steel, solid rubber or pneumatic types; springs—1½-inch 6-ply slide, Truck pattern. Finely finished in black; attractive appearance. Get our liberal selling offer to implement and automobile dealers. Write to-day.

THE

## Boyce Carriage Company

316 Ross Avenue

Winnipeg, Man.

## Christiansen Packers Get You the Business

Our packers are built in sections. Can be used with horses or tractors, or gangs can be disconnected and used for plow attachment. Fit any standard make of plow. Alongside we show our 3-furrow sub-surface plow packer. Wheels are interchangeable and fit axle and frame of the four section machine shown below.



CHRISTIENSEN  
15-FOOT 4-SECTION  
SURFACE PACKER

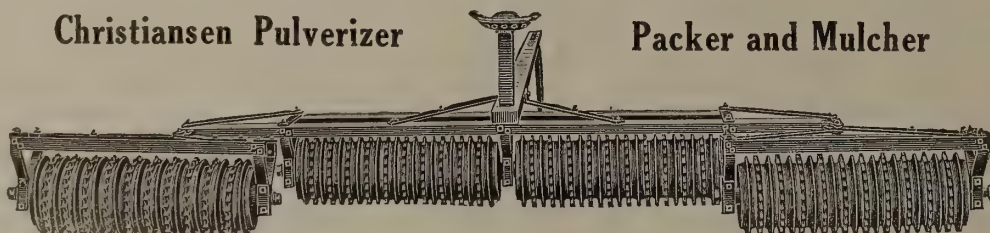
SUB-SURFACE WHEELS  
CAN BE SUPPLIED FOR  
THE SAME FRAME



SOLE MANUFACTURERS IN CANADA  
OF THE FAMOUS

Christiansen Pulverizer

Packer and Mulcher



The best implement made for rolling standing grain or summer fallowing. Prevents soil drifting and retains moisture. Ask for latest catalog and prices.

ASK FOR AGENCY

CHRISTIENSEN IMPLEMENTS LTD. OWENA STREET WINNIPEG



plement Age" that another development which is a direct result of quantity Fordson production, and which is of paramount importance to the implement dealer—especially that dealer who has, to date, failed to get into the tractor business—is that Fordson distributors will have the exclusive sales of certain tractor drawn implements, made exclusively for use with Fordsons, and manufactured by concerns which are well known in the implement world and which, heretofore, have depended largely, if not altogether, upon the retail implement dealer for the distribution of their product.

The situation is quite evidently one which should have wide publicity, for the reason that any effort by tractor manufacturers who believe in the implement dealer as a distributor; and of dealers who wish to hold their share of the tractor and tractor tool business, must be based upon a full knowledge of the competition which these machines will produce.

The Fordson production, according to the head of the plant, will be upon a basis of 50,000 machines by the first of January, 1919. The production and sale of the tractor tools designed for use with the Fordson will be, approximately, in the same volume.

#### Aggressive Efforts Necessary

In the face of these facts the writer does not attempt to advise. He is content to lay the facts, as he has learned them, before the tractor and implement industry—manufacturers and dealers. But it appeals to him as important that the tractor manufacturers in competition with Henry Ford and Son should make, without delay, the greatest effort thus far to impress upon the possible tractor using public the value and merit of their respective products and that they should seek, more earnestly than ever before, good dealers in greatest number. Also, that these dealers should be continually urged to make greater selling efforts. The dealer, it would seem, is in a position where this is necessary if he is to preserve a business worth while.

In connection with the price competition of the Fordson machines, the "Weekly Implement Tractor Journal" points out that no ordinary factory could keep going long on the basis of shipping machines to the farmer at factory cost. "How," asks our contemporary, "could manufacturers adopting such a scheme be able to maintain any local representatives? Not unless the latter were willing to work for nothing. But, continuing the supposition, say

that the dealers were careless enough of their own livings to do this. The obligation would then rest upon the farmer. Surely he would not have the face to accept a machine sold to him at factory cost without selling the farm products made possible by the machine at the actual figures which it cost him to produce them. Can you conceive the picture of the farmer doing anything of the kind? Neither can we.

"This reductio ad absurdum ought to show the utter fallacy of the policy pursued by Mr. Ford. Already he has shipped tractors into many states and Canada on the same basis. One can't escape the thought that it may prove to be an excellent way for him to introduce his tractors into the markets which will buy on such a vaster scale when normal times return."

#### Distributors for Miller Tires

The Miller Tire Company, 155 Princess Street, Winnipeg, are Western Canadian distributors for the well-known line of tires made by the Miller Rubber Co., at Akron, Ohio. Manager Middleton reports business very good and large stocks on hand to meet the demand. Both the motorist and manufacturer have sought a tire that will give uniform mileage. The great problem in tire construction has been mechanical variation, but the quality of Miller tires can be gauged by the fact that each tire has the industrial mark of the mechanic who constructed it; if it comes back to the factory he is penalized. Such is the perfection of the product, says the company, that less than one per cent of all tires built ever calls for adjustment.

Miller tires are made in all sizes and with three treads—Molded, Wrapped and Cord. The "geared to the road" tread is a series of caterpillar cogs which give a wonderful grip and a wearing surface that will stand the pounding of the hardest road surface. This line offers the dealer a very valuable selling opportunity for his district. In any one community, if you but calculate the number of automobiles now in use you can readily see that the dealer is losing good money if he does not stock tires and accessories. As well as tires the Miller Tire Co. stock, repair kits, tire cement, lace and hook hold boots, cementless tube patches, blow-out patches and composition for the surface cuts. These lines are in demand in every community. Interested dealers should write the company.

## PROVINCIAL EXHIBITION

Brandon, Man.—July 22, 23, 24, 25, 26

Western Canada's Greatest Farm Machinery Display

*More Exhibitors, better Exhibits than ever before in Live Stock, Agricultural Products, Industrial, Educational, Fine Arts and Science*

### MANUFACTURERS ARE INVITED TO EXHIBIT

Apply for space early. Outside space free.  
Nominal charge for inside space.

Those who have exhibited these lines at Brandon in the past have proven that IT PAYS. It's where you meet the Buyer. Thousands of Farmers inspect the exhibits and profitable business results. Dealers investigate and often get agencies for new lines. Make no mistake, for Manufacturers, Wholesalers and Distributors, an Exhibit at Brandon is a very profitable investment. TRY IT.

### Light Tractor Demonstration

The Provincial Exhibition was the first to introduce a Tractor Demonstration in Canada (not competition). We made it possible for the Farmers to see the different tractors doing actual work in the field. Thousands of Farmers witnessed these Demonstrations in 1916 and 1917. Thousands will come on purpose to see the Demonstration this year. Entries for the Tractor Demonstration close July 1st.

#### IMMENSE LIVE STOCK EXHIBITS

Horse and Auto Races. Grand Programme of Attractions.  
A Fair for Education, Pleasure and Vacation.

#### IT'S THE FARMERS' ANNUAL HOLIDAY

SPECIAL EXHIBITION RATES.

WRITE FOR PRIZE LIST.

**R. M. MATHESON**  
PRESIDENT

**W. I. SMALE**  
SECRETARY



## Brandon Fair and Tractor Demonstration

There is little doubt this year that Brandon fair will prove as important an event as has ever been held in the West. The third light tractor plowing demonstration will be productive of more entries than any previous tractor demonstration held in Western Canada. There are now a very large number of different types of light tractors being sold in the West, and it is safe to say that the majority of these will be represented at the demonstration. This year's demonstration will be particularly interesting because of the fact that if an engine is said to operate on kerosene, it will operate on kerosene. Field tanks will be sealed, as is shown in the following extract from the regulations in connection with the demonstration:

"Each tractor shall also be provided with a suitable device so that the fuel tank may be sealed. This device shall consist of a ring soldered into the fuel cap, and a ring soldered to the tank so that a suitable seal may be made use of. Entrants will see to it that all tractors entered are properly equipped in this way before bringing their tractors to the demonstration field."

All manufacturers and distributors of tractors and tractor plows should remember that entries must be made on or before July 1. The demonstration will be held for two hours daily, on July 23, 24 and 25, from 10 a.m. to 12 o'clock noon. At this big annual event the dealer and farmer have a splendid opportunity of seeing the different types of tractors in action and of comparing their work, ease of operation, etc. The various makes of tractor plows can also be analysed. For a dealer who has farmer prospects for the line of tractors he handles, the demonstration at Brandon offers a splendid chance for the agriculturists to see the tractor in operation. This gives the dealer an opportunity of enlarging on the plowing prowess of the machine, etc. The customer, however, has to be anchored to that particular type as the persuasive salesman is much in evidence with all makes of machines.

The field to be plowed this year is stated to be in excellent con-

dition for the work, so that both plows and tractors should have a good chance to show what can be done in the way of power plowing. Considerable feeling was evidenced last year by the fact that some demonstrators persisted in calling the demonstration a competition. It is most emphatically **not** a contest in any sense of the word—merely a demonstration with no prizes and no awards.

In the large farm machinery show which is invariably found at Brandon Fair the dealer will have a great opportunity of looking over all the latest types of new machines and recent innovations in farm equipment. The machinery display at Brandon has always been equal to any similar show held on the continent, and this year should be no departure from the rule. That an exhibit at Brandon Fair pays the manufacturer cannot be gainsaid. Last year over 93,000 people attended the fair, and the vast majority of these inspected the farm machinery display. No better means of getting in contact with the farmer could be found. It gives him a personal insight into the machines, and makes the efforts of the dealers throughout the territory productive of larger business. Brandon Fair, from a publicity and sales standpoint, is well worth the expense in connection with staging an exhibit.

The live stock show, produce and horticultural exhibits will be exceptionally large. A splendid racing programme has been ar-

ranged and the platform amusements and midway will be even better than in former years. We feel sure that the trade will be at Brandon in full force as in the past, and that they will by doing so spend an interesting, educative and profitable holiday.

### Marking Express Packages

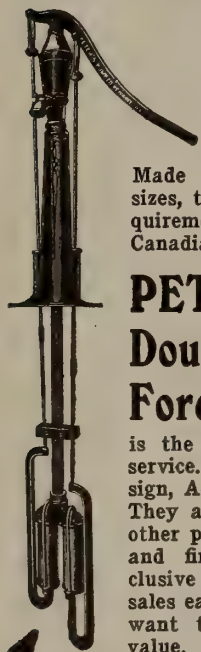
In express shipment a large number of articles are delayed or undelivered owing to addresses becoming detached or obliterated. The Express Traffic Association state that this could be obviated if shippers would use the following precautions:

Since tags are easily detached, they should not be used for addressing shipments packed in boxes, crates, barrels or cardboard containers. Such shipments should be marked and addressed with brush, stencil, crayon or pasted label. Castings, machine parts, shafts, pipe, rods, bars and metal parts, when boxed, crated or trussed, should have the name and address of the consignee marked on the box, crate or board by brush, stencil or crayon. Tags should never be used on such shipments.

When not boxed or crated, and there is sufficient surface, the addresses should be marked with white paint. If this is impossible, such shipments should be addressed with good linen or strong manilla tags, which should be wired to unexposed parts of the articles wherever possible, in order that they may not become detached in handling. In addition, a concealed tag bearing the same address should be bound to the article with burlap covering, the latter securely wired at each end.

Any man may make his mark in the world, but it isn't always a mark of esteem.

## PETERS PUMPS



**Gives More Water  
in Less Time with  
Less Energy**

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

### PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the **BEST** in pump value.

**Dealers:  
Get Peters'  
Pump  
Proposition  
for 1918**

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

**A POST CARD WILL BRING  
OUR LATEST CATALOG.**

Manufactured by

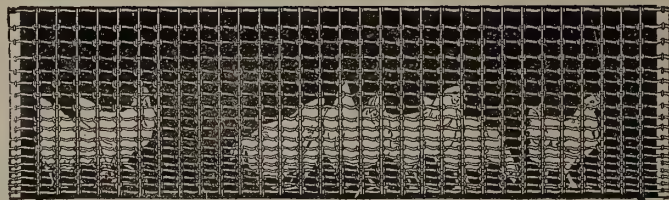
*Peter's Pump Company, Keokuk, Ill.*

Exclusive Canadian Agents:

**Tudhope Anderson Co., Ltd.**

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for  
Particulars.



### Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

#### SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising. The Banwell-Hoxie Wire Fence Co., Ltd. Winnipeg Man. Hamilton, Ont.



## PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

**The Riesberry Pump Co.**

(Established 1882)

WRITE FOR DEALERS' PRICES

**North-West Pump Co.**

T. N. WILLIAMSON W. J. MERRELL

Phone 607

19-6th Street Brandon, Man.



### Distributing Concerns in Western Canada

The H. P. Norton Company, Calgary, have secured the distributing agency for Alberta of Wallis tractors and J. I. Case plows, as made by the J. I. Case Plow Works, Racine, Wis. The company look forward to a very heavy demand for these lines this summer and fall. The Wallis is a 13-25 h.p. machine with three wheels, and is built to handle two and three plows, covering an acre an hour. It is equipped with Hyatt bearings, a Modine radiator, K.W. ignition and Bennett carburetor.

A new company recently formed at Winnipeg is known as the Robinson-Alamo Company, the first-named gentleman being W. N. Robinson, well known to the Western Canadian trade as formerly traveling representative for the Empire Milking Machine and Cream Separator throughout Western Canadian territory. The new organization will take care of the distribution in the West of Empire milkers, cream separators and Empire engines. With the incorporation of the company Empire dealers will be assured prompt service of this well-known line.

Letters patent have been issued for the Canadian Nilson Tractor Co., Limited, with head-quarters at Winnipeg. The company is capitalized at \$20,000, and will distribute Nilson tractors in Manitoba and Saskatchewan. Among the promoters of the concern are mentioned J. A. Thompson, R. F. Hay and A. J. Mumford, all gentlemen who have had a long experience in the farm machinery business. Warehouses and repair stocks will be maintained throughout the West, while a large supply of Nilson tractors have already been received by the company.

General Utilities, Limited, is the name of a new concern recently organized at Winnipeg, where offices and display space have been secured in the Industrial Bureau. This company will handle the Grain Growers' Auto Tractor, a tractor attachment manufactured by the Grain Growers' Auto Tractor Co., Montreal. The manufacturers have no connection whatsoever with the Western farmers' organization, which formerly bore this name. The attachment was tried out near Winnipeg recently, and is stated to have done good work. It is adaptable to any make of car.

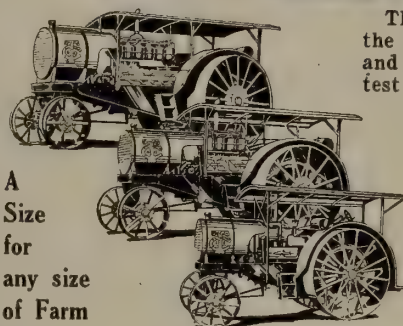
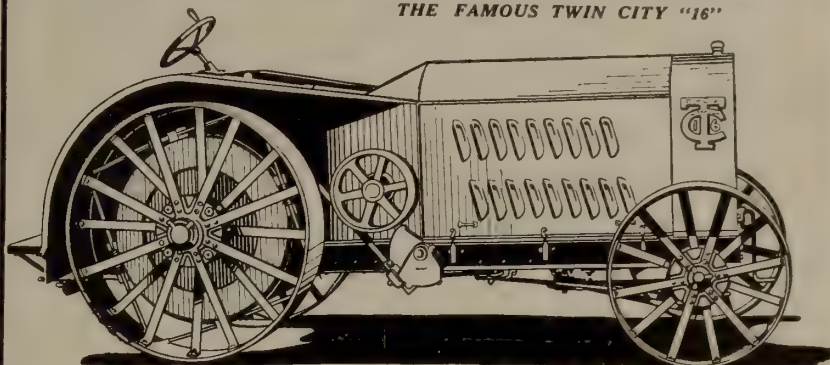
## The Twin City Line

THE WORLD'S LEADING OIL TRACTORS

16, 25, 40 and 60 Drawbar H.P.

ALL SIZES BURN KEROSENE, DISTILLATE and GASOLINE

THE FAMOUS TWIN CITY "16"



The Twin City Line held the lead in the pioneer days of the tractor industry, and Twin City Tractors have stood every test of service during all the years of tractor development. Each Twin City—big or small—is the best tractor in its class. Handle a line that has made good. It sells and stays sold. Our prestige and reputation give the dealer a steady demand.

Write for Literature, Prices and Particulars

Minneapolis Steel & Machinery Co. of Canada, Limited

923 LOGAN AVE. WEST

WINNIPEG

Six-Wheel  
(Patented)  
Truck  
Eliminates  
Vibration

## "LISTER" Ideal Threshing Outfits



OUR LINE INCLUDES:

"Lister" and "Canuck" Gasoline Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

"The Name is a Guarantee of Quality Goods."

The Lister Contract, and the Reputation of our Machines for Good Work, Ensures Dealers Profitable, Satisfactory Business

MADE IN TWO SIZES

Size of Separator, 22 x 36;

Horse Power Required, 9 to 15 H.P.

Size of Separator, 26 x 42;

Horse Power Required, 14 to 20 H.P.

"LISTER" Combination Threshers have made good in the field—everywhere. Except in capacity they equal the biggest and most expensive threshers sold. TWO MEN handle this outfit with ease. Low in first cost; strong, practicable, simple design. Large threshing capacity. Supplied with or without bagger, tailings elevator, straw carrier or blower. As an individual separator for light tractor drive, sell the LISTER 26 x 42. Our separators sell, stay sold and give satisfaction.

Size up the Demand and Secure Territory Now—not Later

We guarantee delivery of all early orders. Good stocks on hand. Don't wait until harvest, but specify your requirements at once.

Ask for Prices  
and Literature  
on any item

## R. A. LISTER & CO. (Canada), LIMITED

WALL STREET, WINNIPEG, MAN.

ST. JOHN, N.B.

TORONTO

QUEBEC

Get our New  
Thresher  
Catalog



### Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

E.S., Man.—Repairs for Thompson plows can be secured from the Thompson Plow & Engine Works, Beloit, Wis.

H. & J., Sask.—So far as we know, there is no concern entitled the Westlake Sheet Metal Co. Are you confusing the company with the Metallic Roofing Co., Winnipeg, who make a line of sheet metal goods known as "Eastlake?"

J.T., Sask.—Repairs for Rock Island plows can be obtained from the John Watson Manufacturing Co., Winnipeg.

C. Bros., Alta.—The Oxford gang plow is one of the P. & O. line. You can get repairs through the nearest branch house of the International Harvester Co.

A.C., Man.—Repairs for the Planet and Junior tools, or new machines can be secured from the Steele, Briggs Co., Winnipeg.

C.E.C., Sask.—Repairs for the Monitor plow can be had from the manufacturers, the Minneapolis Plow Works, Minneapolis, Minn.

M. MacV., Man.—Syracuse plows are made by the Syracuse Chilled Plow Co., Syracuse, N.Y. You can obtain repairs from Deere & Webber, Minneapolis. The Sylvester engine is made by the Sylvester Mfg. Co., Lindsay, Ont. Repairs must be sent for direct to factory.

G.A.H., Sask.—We regret that we cannot locate makers of plow with lever quadrant marked 1192 R.C. Can any reader identify this plow?

P.M., Sask.—Ball bearings and cones for a rubber-tire Barber buggy can only be secured from the manufacturers, the Barber Carriage Co., Alton, Ont.

H. & C., Alta.—Repairs for Rock Island plows? Write the John Watson Mfg. Co., Winnipeg. Repairs for Keystone land packers can be secured only from the makers—the Keystone Farm Machinery Co., York, Pa.

A.R.M., Man.—Nos. 4370 and 4371 are upper and lower halves of a bearing box on a disc made by the Parlin &

Orendorff Co., Canton, Ill. Write nearest branch of the International Harvester Co. for repairs.

G.F., Sask.—Part H610 is a pole bracket for an Emerson disc harrow. You can get repairs from the Emerson-Brantingham Company, Regina.

S.R.C., Man.—Timer gear for an Ingeco engine can be had from the Worthington Pump & Machinery Corporation, Cudahy, Wisconsin.

A.P., Sask.—Parts D341, H311 and H355 are journal numbers for a disc made by the B. F. Avery Co., Louisville, Kentucky. You can get repairs through Lindsay Bros., jobbers, Minneapolis, Minn.

V.M., Alta.—Sleeve marked 8237 is for a cultivator formerly made by the Kingman Company. You may possibly get this part from the M. & K. Brokerage Co., Kansas City, Mo.

H.G.S., Sask.—Repairs for a Hancock disc plow can be obtained only from the Hapgood Plow Co., Alton, Ill.

J.B.R., Man.—The Rowell hay rake was formerly made by the J. S. Rowell Mfg. Co., Beaver Dam, Wis. Repairs can be had from their successors, the Tiger Drill Mfg. Co., Beaver Dam.

R. Mc N., Sask.—Parts 598 and 599 are collar and cap for a Century plow made by the J. Thompson & Sons Co. For repairs write Thompson Plow & Engine Works, Beloit, Wis.

W.R.D., Man.—Part of cultivator marked Z160 is a complete section for a Massey Harris old style cultivator. Write Massey Harris Co., Winnipeg, for new part.

### It Isn't Your Firm—It's You

If you want to work for the kind of a firm

Like the kind of a firm you like,  
You needn't slip your clothes in a grip  
And start on a long, long hike.  
You'll only find what you left behind,  
For there's nothing that's really new;  
It's a knock at yourself when you knock  
your firm;  
It isn't your firm—it's you.

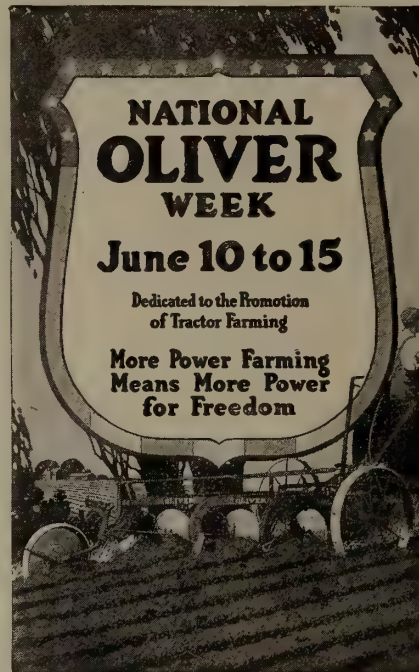
Good firms are not made of men afraid  
Lest some one else gets ahead.  
When every one works and nobody  
shirks,

You can raise a firm from the dead;  
And if while you make your personal  
stake

Your neighbor can make one too,  
Your firm will be what you want to see;  
It isn't your firm—it's you.

### National Oliver Week

The Oliver Chilled Plow Works, South Bend, Ind., have set June 10 to 15 as a "National Oliver Week." The object is to increase food production to help win the war. The means is through the promotion of power farming, the Oliver organization feeling that farmers



An Oliver Poster

who are handicapped already by shortage of labor will be unable to grow normal crops let alone increase them unless the tractor is called into service.

The success of this movement depends upon the co-operation of Oliver dealers, the line in Canada being handled by the International Harvester Co. Dealers will be supplied with special folders—posters and interior displays have been prepared. Naturally the Oliver organization are making this campaign along plow lines, as these plows are so large in use for tractor adaptation.

### Getting Separator Supplies

The Swedish Separator Co., 515 S. Wells St., Chicago, Ill., writes that they are enjoying a splendid trade in cream separators with an ever-increasing business. The company has in stock right now in the different warehouses more machines than were sold altogether during 1917.

The company say that so far as they know, they are the only people in the country who are importing Swedish cream separators. They are getting machines on every boat. This is due to the fact that the company representative with them claims it is the largest separator factory in Europe, in consequence of which they and the American representatives have overcome all shipping difficulties and troubles pertaining to shortage of material. From this

report it is evident that the Western Canadian distributors for "Viking" cream separators should have no trouble in getting shipments to fill the demand for this make of machine.

### Power Required for Pumping Water

Figuring the horse-power required to pump a given quantity of water under known conditions is not a difficult problem, and anyone who is able to multiply and divide can make the calculation. One gallon of water weighs 8 1-3 pounds. This, multiplied by the total number of gallons to be pumped per minute gives the total weight of the water to be handled; this total weight multiplied by the number of feet from the water surface in the well while pumping to the centre of the discharge pipe will give the number of foot-pounds of work to be done per minute.

Now, as one horse-power is considered as the energy required to raise 33,000 pounds 1 foot in 1 minute, the number obtained above divided by 33,000 will give the theoretical horse-power required to do the work. For example, if the water level in a well while pumping is going on is 25 feet below the surface of the ground, and the centre of the discharge pipe of the pump is 3 feet above the surface of the ground, the total measured head to pump against is 28 feet. If the maximum volume to be pumped is 60 gallons per minute the weight of water is 60 times 8 1-3, or 500 pounds. This number, multiplied by 28, the total lift in feet, gives 14,000, the number of foot-pounds per minute, and this number divided by 33,000 gives 0.42, the required horse-power.

This is the theoretical horse-power, and to it must be added the power lost in the pump by friction and slip and by friction in the piping. These quantities vary with different sizes and makes of pumps. One may get a pump efficiency of as high as 70 per cent, but 50 per cent is more nearly the average. That is, one-half of the power is lost in overcoming friction or useless work. To overcome this, in computing the engine or windmill power for a pump, we must consider that the net horse-power computed is only one-half the amount the engine or mill must be capable of delivering. In the above example the motive power would have to be 0.84 h.p. or practically  $\frac{7}{8}$  of a horse-power.

We repeat it: Help win the war with the tractor.

## VIKING CREAM SEPARATORS

### The Quickest Seller You Can Put on Your Floor

No separator at any price has finer construction or better gearing. The Viking has larger capacity than any other machine of equal rating. Guaranteed for a lifetime. Easily cleaned. Dealers everywhere are selling the Viking because it sells at a reasonable price and they net a bigger profit per sale. Write at once for full particulars, prices and agency offer.



### THE WATSON LINE OF QUALITY GOODS:

Whiffetrees	Wood and Pole Saws	Farm and Bush Sleighs
Root Pulpers	Boss Wood Harrows	Wheel Barrows
Bevel Jacks	Light Delivery Sleighs	Channel Steel Harrows
Push Carts	Boss Steel Harrows	Roller Crushers
Barrel Skids	Feed Cutters (7 styles)	Warehouse Trucks
Horse Powers	Harrow Carts	Grain Grinders
"Viking" Cream Separators.		Pump Jacks
	Hand and Power Washing Machines.	

*John Watson Mfg. Co.*  
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.



## AGENTS WANTED

### Automobilists, Attention!

We want good MEN to represent us in Manitoba  
 "UZIT" Sells on sight, to Automobile  
 Owners and Garage Men

### Automobilists, Attention!

Just what you have been looking for, a compound that saves Tires.

No More Punctures No More Blowouts  
 Investigate and UZIT To-day

Users are reporting 25,000 miles service from  
 Tires that have been treated with this preservative.

UZIT ONCE UZIT ALL THE TIME

SEND ONE DOLLAR FOR A TWO-DOLLAR CAN TO-DAY

**BLAIS & CAMERON**

P.O. BOX 101 QUEBEC, P.Q.

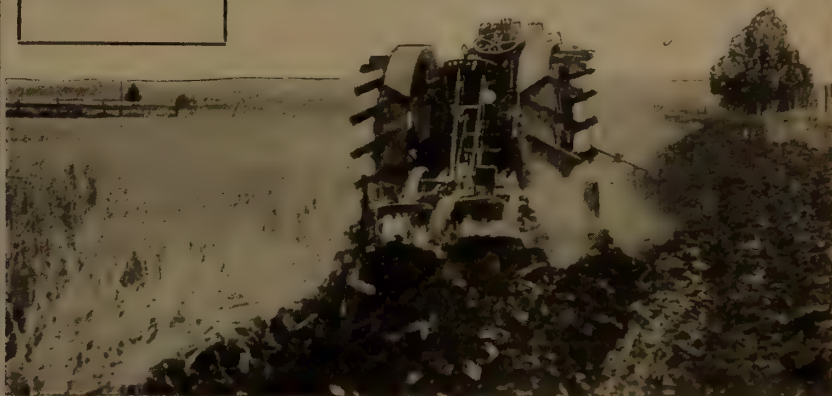


## Little Genius Tractor Plows

THE IDEAL  
 PLOW  
 FOR YOUR  
 LIGHT  
 TRACTOR

Its sales record, like its field record, is unbeatable. Tractor plowmen and tractor demonstrators delight in the constant, dependable efficiency of the P. & O. Little Genius Plow. Its prestige extends from one end of the country to the other, and to far outside. Its prestige is an asset to any business. The P. & O. Little Genius is built in 2 and 3-furrow sizes, with 12 or 14-inch bottoms, and in 4-furrow, with 14-inch bottoms. P. & O. I.X.L. Stubble and Scotch Clipper Bottoms, with Quick Detachable Shares. We can also furnish Breaker and Rod Breaker Bottoms.

Write for Catalog—P. & O. Tractor Plows



Made by PARLIN & ORENDORFF CO., Canton, Ill., U.S.A.

**International Harvester Co. of Canada, Ltd.**

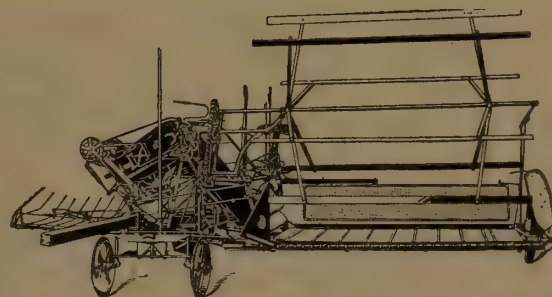
SALES AGENTS FOR CANADA

WINNIPEG BRANDON REGINA SASKATOON NORTH BATTLEFORD  
 YORKTON ESTEVAN CALGARY EDMONTON LETHBRIDGE

**TO THE McCORMICK DEALER:** You may have seen recently the advertisement at the right, under the picture of the binder. It is one of the McCormick binder advertisements now appearing in the farm and thresher papers of Canada. It tells its own story. The Canadian dealer must realize in this critical year that there is not only a big opportunity in binder sales, but that it is his duty to begin his campaign early to assist in putting this year's harvest over without loss or delay.



The McCormick tongue truck keeps the McCormick binder running steadily and makes it easy to turn corners. It is furnished regularly with all 8-foot machines. It can be supplied for 5, 6 and 7-foot machines on special order at additional cost.



**WHEN** your crops are ready for cutting, **McCORMICK** binders and twine insure the harvesting of the whole crop. No matter whether the grain be heavy or light, tall or short, standing or down, lodged and tangled, a **McCORMICK** binder cuts and binds it all without waste.

**McCORMICK** harvesting machines and binder twine, always efficient, are better than ever this year, when every bushel of grain is needed. Remember this when you come to buy your binder and twine for the season's work. Remember, too, that the larger sizes conserve labor. Buy the largest binder you can use, and buy a new machine if there is any question at all about the efficiency of the old one. A new **McCORMICK** binder is absolutely reliable.

You can be sure of having your new machine on time by placing your order with the local dealer as soon as possible, or writing the nearest branch now for catalogues. The dealer will appreciate having your order early so that he can give some service to your neighbors who delay. And the world will appreciate it!

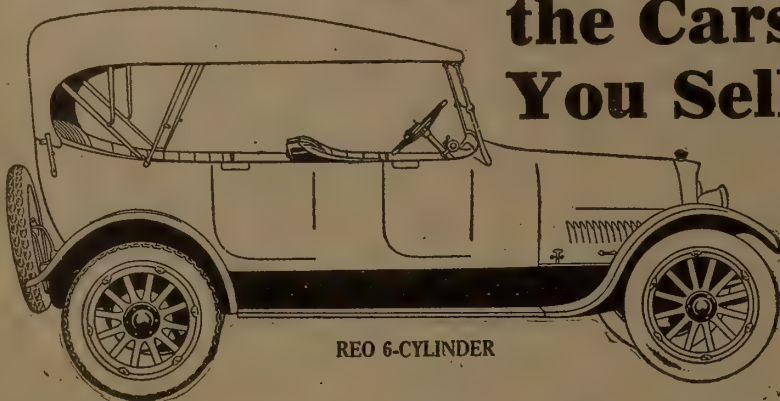
**International Harvester Company of Canada, Ltd.**

#### BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.  
 EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



## Your Profits Depend on the Cars You Sell



REO 6-CYLINDER

Reputation is the biggest factor in successful automobile merchandising. Known cars, with a record for value, reliability and service are the choice of the discriminating dealer. From the standpoint of both customer and agent, the Maw Line has no equal.

## GRAY-DORT REO PEERLESS

You have a choice of cars to suit individual taste. They give maximum value in materials, style and serviceability. Their finish and appearance is second to none in the motor field. Equipment is absolutely complete. They have selling points that attract every prospect. Deliveries are uncertain, however, and we advise you to place your orders at once.

We have some choice bargains in used cars and trucks. Splendid values at snap prices. Ask us for list.

WRITE FOR TERRITORY AND PARTICULARS

## JOSEPH MAW & CO., LIMITED

FACTORY REPRESENTATIVES

112-118 King Street

Winnipeg, Man.

## The Big Bull Dog

Here we show our 64-inch Mill, with Screenings Sacker and Wagon Box Elevator. Order your supply now for Fall Trade. Immediate delivery guaranteed.



Note double auger conveyor; one for screenings—one for seed grain.

The 64-inch mill is equipped with a double auger conveyor, heavy babbitted boxes and double eccentrics. Very strong construction. Better built than any fanning mill ever put on the market.

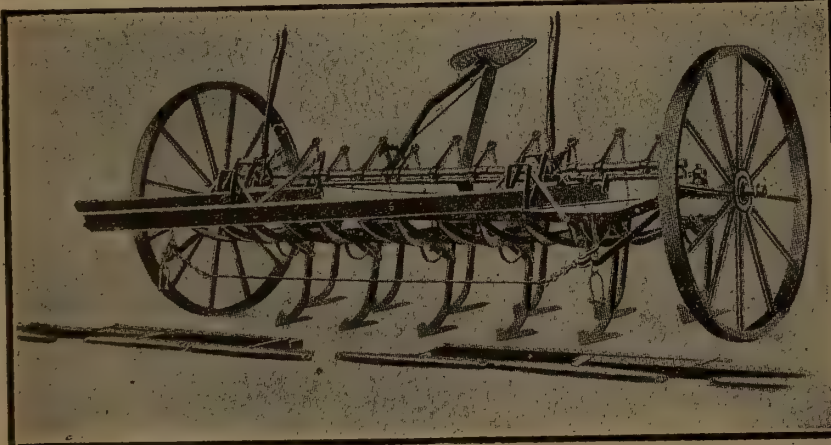
Capacity 125 bushels per hour. We manufacture Bull Dog Mills in eleven sizes. There's a type to suit every customer. Ask us for literature and our liberal agency offer. It is a money maker for dealers.

Specialists in Grain Cleaning and Grading Machinery

## TWIN CITY SEPARATOR CO., LIMITED

Off Logan Ave. on Quelch Street Winnipeg, Man.

Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta



## T-A High Foot-Lift Gang Plow

FURNISHED IN SIZES:

12-in. Stubble	12-in. Breaker
14-in. Stubble	14-in. Breaker

We illustrate this plow equipped with stubble boards and points, and breaker bottoms alongside—front and rear view. All equipped with 15-inch swivel rolling coulters. T-A high lift gangs are supplied with 4, 5 or 6 horse hitch, as ordered. Built of highest grade materials and possessing exclusive features found in no other gang.

Get Prices and Literature on our Disc and Moldboard Plow<sup>ns</sup> and 10-20 h.p. Tractors



## T-A STIFF TOOTH CULTIVATORS

To Show Them is to Sell Them!

Built in Three Sizes: 7, 9, and 11 Teeth

For thorough cultivation and weed eradication the Tudhope-Anderson Cultivator is the best machine sold. Heavy, strong, yet light in draft. Exceptional clearance. Stiff, sagless frame. Individual, adjustable pressure on each tooth. Easily operated mechanism for raising or lowering. Hard, open hearth, crucible steel points; any size points supplied as desired. Ask for full particulars.

GET A SAMPLE ON YOUR FLOOR—NOW!

**TUDHOPE-ANDERSON CO., LIMITED**  
WINNIPEG REGINA SASKATOON CALGARY



# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 7

WINNIPEG, CANADA, JULY, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10 Cents

## UNION BANK OF CANADA



Head Office: Winnipeg

### LOANS for LIVESTOCK

To Good Farmers living in the vicinity of its rural Branches, the Union Bank is prepared to make loans on reasonable terms for the purpose of purchasing cattle for feeding or breeding purposes.

Consult the Local Manager for particulars.

Paid Up Capital - \$5,000,000.00  
Deposits Over - \$110,000,000.00  
Total Assets Exceed - \$140,000,000.00

THE PIONEER BANK of WESTERN CANADA

## INSURANCE OF ALL KINDS

### HAIL

Employers' Liability Assee. Corpn., London, Eng.

### FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.  
The Glens Falls Insurance Co.  
The Millers National Insurance Co.

### LIVE STOCK

The General Animals Insurance Co.

For Local Agencies Apply:

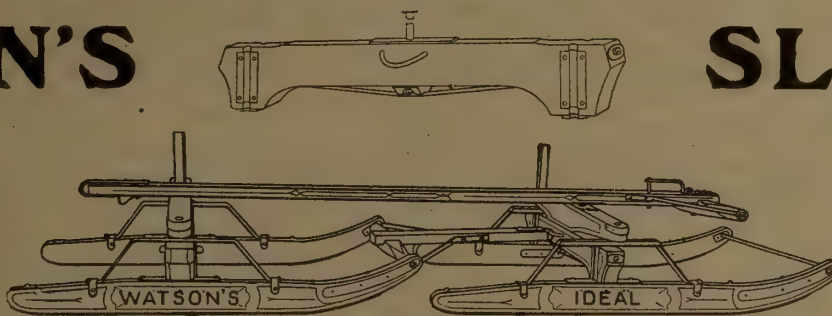
## CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA  
114 P. BURNS' BUILDING, CALGARY  
720 UNION BANK BUILDING, WINNIPEG

## WATSON'S

### Canada's Standard

We have instituted more practical improvements on Sleighs than any other manufacturer. This line is our specialty. In design, material, finish and value our Sleighs are the leaders.



## SLEIGHS

### Biggest Carrying Capacity

It's the way we make them. Size for size, carry heavier loads, have lighter draft, and hold the road better than any other Sleigh made. Farmers know—and ask for a Watson's Sleigh.

PREPARE NOW FOR SLEIGH TRADE.

ORDER EARLY AND YOU ENSURE PROMPT DELIVERY

Ideal Sleighs are made in all sizes, Steel or Cast Shoes. The weakest point in a Sleigh is the bench. Note our Special Trussed Bench—a patented feature. The quality of our woods is unequalled: Runners—white oak; Benches—grey elm or oak; Poles and Reaches—heavy white oak. Only well seasoned, straight grained woods are used in Watson's Sleighs. Heavy steel bracing throughout. Scientifically designed runners—point of contact directly below bench. They ride on the top of the road—no skidding. Our Cast Shoes, curved up at rear, allow backing. Now is the time to investigate Watson's Sleighs. Write at once.

WE CARRY REPAIRS FOR ALL MOLINE IMPLEMENTS AND JANESVILLE PLOWS

*John Watson Mfg. Co.*

CHAMBERS AND HENRY STREETS, WINNIPEG

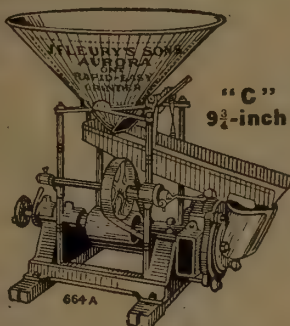
## RAPID-EASY GRAIN GRINDERS The Famous Line of Machines

A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled.

A few styles and sizes are as follows:

No. A—6 inch. Plates (Flat) 2½ to 5 H.P.  
No. B—8¼ " " " 5 to 10 H.P.  
No. C—10 " " " 6 to 12 H.P.  
No. C—9¾ " " " Mill Head

CUSTOM MILLS:  
No. D—10½ inch Plates (Flat) 8 to 14 H.P.  
No. D—11 " " " 8 to 16 H.P.  
No. 7—13 " " " 15 to 25 H.P.



J. FLEURY'S SONS .. Aurora, Ontario

Medals and Diplomas World's Fairs, Chicago and Paris

WESTERN AGENTS: THE JOHN DEERE PLOW COMPANY, LIMITED  
Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

Miller Tires

UNIFORM MILEAGE GEARED-TO-THE-ROAD



Dealers Write: MILLER TIRE COMPANY 155 PRINCESS ST. WINNIPEG, MAN.



# COCKSHUTT HARVEST LINE



## FROST & WOOD BINDERS SAVE ALL THE GRAIN

They are easy to tilt  
Quickly altered for long or short grain  
Easy to get all the grain  
Because the wheels are right under the load  
The Frost & Wood is evenly balanced  
Square turn pole truck saves grain at corners  
Elevator handles grain without rolling or threshing out

They pick up down tangled grain  
Reach grain leaning forward  
Handle extra long or extra short grain  
Because the Frost & Wood has a wider range of adjustment of reel than any other binder  
Knives cut closer to the ground owing to shape of cutter bar and position of guards

**A**LL bearings are self-aligning—no binding or cramping—shafts, rollers, etc., run perfectly free. All driving shafts and rollers have replaceable roller bearings. End pressure on cross shaft is taken up with adjustable ball bearing. The FROST & WOOD is light running. The horses walk faster, which means increased acreage.

Old Binders are very often "time wasters" and "crop wasters." A NEW and LARGER SIZED binder is an absolute necessity this year on many farms to save the grain. The larger sizes of FROST & WOOD BINDERS are in strong demand this year. Get the orders in early.



## THE CLEAN CUTTING FROST & WOOD MOWER and HIGH BUNCHING CHAMPION RAKE

Have proven by years of good service under western conditions the most efficient tools for harvesting either wild or tame hay in the West, where the rainfall is comparatively limited and the hay short and light.

The FROST & WOOD starts cutting the moment the horses move forward. No flying start is needed. It is never necessary to trot the horses, even in the toughest prairie wool or wire grass.

The internal gear principle, whereby three cogs are always in mesh instead of one, reduces the strain and gives increased power and speed to the knives.

The wide apart roller bearings on the one-piece frame cannot get out of line or twist, and are the most durable construction on any mower.

# COCKSHUTT PLOW CO., LIMITED

WINNIPEG

REGINA

CALGARY

SASKATOON





# 6,000 Miles in One Season

## Without One Cent for Repairs

*That is the record of one Case Tractor on the Sodus Fruit Farm at Sodus, N.Y. It is by no means an unusual one. Case Tractors on farms all over the world are establishing equally remarkable records of performance, durability and economy.*

**T**HIS enthusiastic Case Owner writes: "We have used a Case 9-18 Tractor one whole season, sometimes 14 hours a day, and always found it ready to turn the trick. It does more work than four teams can do, and one man can operate the tractor and plow or drag."

"In fact, we like it so well that we are buying two more this season. This tractor covered 6,000 miles on our 550-acre farm during 1917 without making it necessary for us to spend one cent for repairs."

Performance like this—and all Case owners have the same experience—means many new Case users. It makes sales for Case Dealers. Case Tractors are their own best salesmen. From farmer to farmer is the way most Case sales are made. That means many sales. And easy sales.

For Case Tractors represent the greatest advancement in tractor building of all time—greater power, lower fuel cost, minimum repair expense, better and bigger crops. All thinking farmers recognize this.

Never has there been a bigger demand for high-grade tractors. Never has labor been scarcer. Never have big crops been more necessary.

1918, therefore, is certain to be the biggest year so far for Case Dealers. Just how much bigger it will be, however, depends largely upon your own efforts. We suggest, therefore, that you write us at once for our latest literature and distribute it among your prospects.

**J. I. CASE THRESHING MACHINE COMPANY Inc.** Founded 1842 1162 Erie Street, Racine, Wisconsin  
 Canadian Branches: Calgary, Edmonton, Winnipeg, Brandon, Regina, Saskatoon.  
 Eastern Canada: Canadian Fairbanks-Morse Co., Limited, Toronto and Montreal.



## What About Harvest Time?

(A DEERING ADVERTISEMENT)



**T**O solve the tremendous problems of properly feeding our nation, our armies, and our allies, every effort has been bent toward increased yield, increased acreage, the intelligent use of tractor power, fertilization, tillage, etc. But very little, comparatively, has been said about the harvest of the vast 1918 crop that is to come.

The binders of Canada—and among these **DEERING binders stand high**—are expected to come out at harvest time as a matter of course and handle the situation, no matter how serious it may be. This confident attitude is a great tribute to the efficiency of the modern binder—but it takes too much for granted. Dealers understand as no one else can, that the binders will meet this year's great harvesting emergency successfully only if they bring their best efforts to bear between the manufacturer and farmer. The success of the harvest is largely up to the dealer.

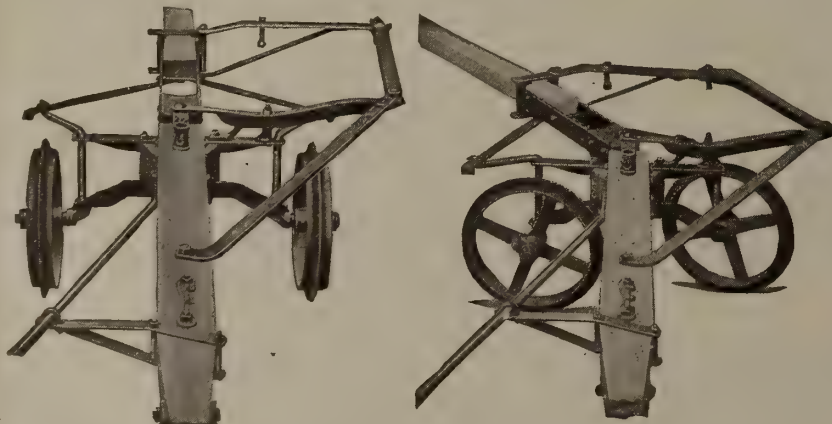
Binder supply, like the supply of everything else nowadays, must be handled with care. Binder repair service must be worked out in detail as never before. No farmer who can conserve more labor and grain if he has a new binder for the 1918 crop, can afford to run an old worn out binder this year. No farmer whose acreage and power equipment demand an 8-foot binder can practise real economy with a smaller, less adequate machine.

Dealers who sell **DEERING** binders and twine have an important mission this year. Timely planning and common-sense action are what count in a time when most things are out of kilter, as now. Live up to the occasion with **DEERING** equipment. Be ready with binders, with twine, and with repairs!

### International Harvester Co. of Canada, Ltd.

#### BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.  
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



Pivot axle tongue truck on the Deering binder, showing pole straight. Note the all steel construction and flanged wheels.

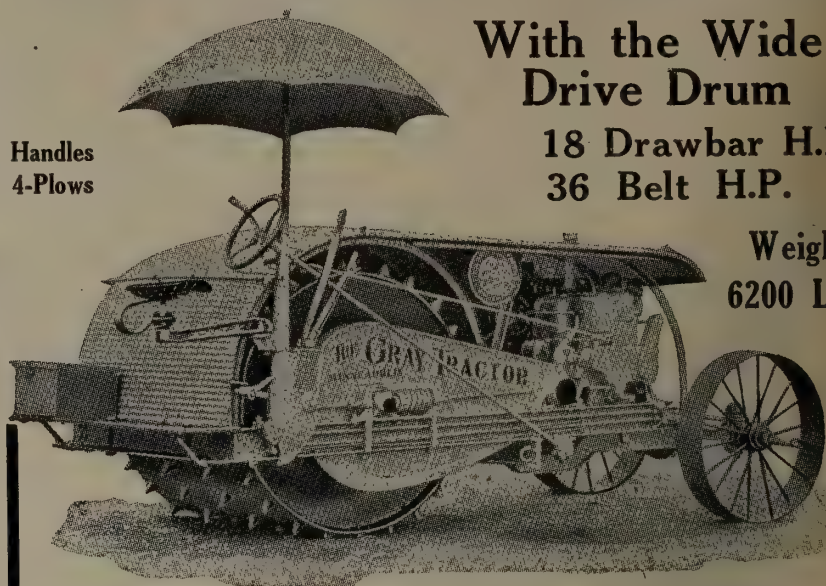
Showing how easy it is to make square turns on account of the wheels coming around faster than the pole

## The Gray Tractor

With the Wide Drive Drum

18 Drawbar H.P.  
36 Belt H.P.

Weight  
6200 Lbs.



If You Can Sell a Quality Tractor You Will Find The Gray Profitable and Pleasant To Handle

No tractor of equal rating has as much traction surface as the Gray. Lowest repair requirements. The Gray uses no differential, eliminating 60 per cent of most tractor troubles. Will operate a good-sized separator fully equipped. Best for general purpose work.

### Special Selling Features:

#### WAUKESHA 4-CYL. MOTOR

4 $\frac{1}{2}$ x6 $\frac{1}{4}$ . Steady, even power without vibration. Built especially for heavy tractor service.

#### WIDE DRIVE DRUM

Distributes weight of tractor over a wide area, giving maximum amount of traction surface. Works on soft land without ridging or packing soil.

#### THREE POINT SUSPENSION FRAME

Eliminates all strain on tractor when working on rough ground.

#### DIRECT DRIVE

By spur gears and heavy duty roller chains. No bevel gears. No differential. Constant, positive drive.

#### ALL WORKING PARTS ENCLOSED

Run in oil bath in dust-proof casings. Result—long life and less wear and trouble.

#### SIDE ARM HITCH

Permits hitching of discs, seeders, packers, harrows, etc., on side of tractor. Machines are under the eye of the operator.

#### BELT DIRECT DRIVE

Every pound goes to the pulley.

#### FINEST MATERIALS USED

Timken and Hyatt Roller Bearings, Hess-Bright Ball Bearings. K.-W. Magneto and Bennett Carburetor. Alloy steel shafting. Built for wear, strength and service.

**DEALERS: SEE THE GRAY TRACTOR IN OPERATION AT BRANDON TRACTOR PLOWING DEMONSTRATION, July 23-24-25**

Dependable power will be in demand for the 1918 harvest. The Gray will work to fullest capacity on the hottest day, owing to its wonderful cooling and lubricating systems.

Quick action is advisable. If we are not represented in your district, write or wire us at once for full particulars and our liberal agency proposition.

**Gray Tractor Co. of Canada, Ltd.**

307-9 Electric Railway Chambers

WINNIPEG, MAN.

ALBERTA DISTRIBUTOR:

M. D. PEEVER 24 Mason & Risch Blk, 8th Ave., W., CALGARY, ALTA.



# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 7

WINNIPEG, CANADA. JULY, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10c.

## Tractor Power Required for Different Soil Conditions

The dealer has usually to advise the farmer who is in the market for a tractor as regards the size of machine which will best meet his particular needs. For a general or diversified farm a good guide as regards tractor size is the number of horses that should be used to handle the heaviest work in the best way, to plow deep enough and get it done at the right time, in the right way. Investigations conducted by experts indicate that, as a general rule, where eight horses should be used to do the work right only five or six are now used. And as a result the plowing is shallower, especially in the hard or dry soils, and the work is spread out over a much longer period than it should be for the best soil preparation and crop yields.

In considering the use of a mechanical power plant the customer should not regard it as just a substitution of a tractor for horses, but rather the adaptation and use of a new power, marking a great step in advance in the thorough, proper and timely cultivation of the soil for greater crop production. This is a very important point, which should be kept in mind, while advising the farmer concerning the purchase and use of a tractor.

With horses and mules it is necessary to keep a much larger number for the "peak loads" of agriculture—plowing and harvesting, than is necessary for the average work of the farm. The tractor can take the place of these extra surplus horses for the heavy work, leaving a few for the lighter work.

On a wheat farm of a half section or a section, one or two teams will be needed for this lighter work. On a diversified farm, where there is much more light work, such as cultivating row crops, more horses will be possibly needed, though light weight "all purpose" tractors have made wonderful improvements and can do practically any ordinary light work.

It should not be difficult to determine the size of a tractor for a

small diversified farm of 160 acres. It requires in an ordinary soil about four drawbar horse power to pull one 14-inch plow six inches deep at two and half miles an hour; no less than two plows should be drawn by a tractor.

If the soil is tough or is to be

SOIL	Plows pulled	Acres plowed per day
Sand .....	5—6	14 —17
Silt loam .....	4—5	11 —14
Light clay .....	3—4	8½—11
Medium heavy clay .....	2—3	5½— 8½
Prairie or virgin sod or clay....	2	5
Dry land gumbo .....	1—2	3 — 5½

plowed when very dry a 10 or 12 drawbar horse power machine is best. The small light drawbar horse power tractor would have about sixteen horse power on the belt, which would be enough to handle a fair amount of power work, such as baling, feed grinding, pumping, running a medium

sized ensilage cutter or one of the small threshers of limited capacity, made for low power. In determining the proper size for the larger farm different soils and different type of farming make the problem not easy to state in a few words. The following table has been made from tests on different

types of soils which will show the relation between the character of the soil, the number of plows pulled and acres plowed by a 15 drawbar horse power tractor in a ten-hour day. The plowing was done at the rate of two and one-half miles an hour and seven inches deep.

### Entries for Third Light Tractor Plowing Demonstration to be held at Brandon, Man., July 23, 24, 25

FIRM	Tractor and H.P.	No. of Machines
Guilbaults, Ltd., Winnipeg.	Cleveland, 12-20	1
H. A. Jones, Regina.	Bates Steel Mule, 15-25	1
Emerson-Brantingham Co., Regina.	E-B., 12-20	1
Gilson Manufacturing Co., Winnipeg.	Gilson, 12-25	1
Geo. White & Sons, Brandon.	All Work, 13-28	1
Advance-Rumely Co., Winnipeg.	Rumely, 12-24	1
Western Canada Auto Tractor Co., Moose Jaw.	Oilpull, 18-36	2
International Harvester Co., Brandon.	Staudt Attachment	1
	Mogul, 10-20	1
	Titan, 10-20	3
	International, 15-30	1
Gray Tractor Co. of Canada, Winnipeg.	Gray, 18-36	1
Happy Farmer Co., Winnipeg.	Happy Farmer, 12-24	2
	Nilson, 16-30	2
Waterloo Manufacturing Co., Portage la Prairie.	Heider, 9-16	2
	Heider, 12-20	2
Goold, Shapley & Muir Co., Regina.	Beaver, 12-24	3
	Ideal, 12-24 (2)	3
J. I. Case T.M. Co., Winnipeg.	Case, 10-20	2
	Case, 12-25	1
Massey-Harris Co., Winnipeg.	Massey-Harris, 12-24	1
Minneapolis Steel & Machinery Co., Winnipeg.	Twin City, 16-30	1
Sawyer-Massey Co., Hamilton.	Sawyer-Massey, 10-20	2
	Sawyer-Massey, 16-32	1
Belcher & Wodlinger, Winnipeg.	Tractor Attachment	1
Canadian Avery Co., Winnipeg.	Avery 5-10; Avery 8-16	4
	Avery 12-25; Avery 18-36	1
John Deere Plow Co., Winnipeg.	Waterloo Boy, 12-25	1
Hart-Parr Co. of Canada, Winnipeg.	Hart-Parr, 12-24	1
Western Tractor Sales Co., Calgary.	Atlas, Jr., 16-26	1
Winona Tractor Co., Regina.	Pioneer, 15-30	1
Can. Fairbanks-Morse Co., Winnipeg.	Wallis Cub, 15-30	1
Cushman Motor Works, Winnipeg.	Cushman, 15-30	1
General Utilities Co., Winnipeg.	Port Huron, 12-25	2
	Tractor Attachment	1
Turner Tractor Sales Co., Winnipeg.	Turner, 15-25	1
Northern Implement Co., Winnipeg.	Plow Man, 13-30	2
	Plow Man, 15-30	1
Anglo-Can. Engineering Co., Winnipeg.	Moline-Universal, 7-18	1
N. J. Dineen Co., Winnipeg.	Little Giant, 16-22	1

Under each soil the left hand column corresponds to unfavorable conditions and the right hand column to the more favorable conditions in each particular type of soil.

If the nature of a particular soil is known, as well as the acres per day to be plowed and plows to be pulled, the drawbar horse power necessary can be easily estimated.

In the 320-acre farm, in which there is not too much cultivation and lighter work to be done, a 14 to 20 drawbar horse power machine and two teams can handle the work nicely. A 20 drawbar horse power machine will hardly be needed unless the soil is very tough and the plowing must be done within a very limited time as in some black waxy soils. It is a good power for a medium sized separator of 28-32 inches.

For the farm of a section a machine of 30 to 40 drawbar horse power will be suitable, depending on the conditions mentioned above. As the size of the farms increase, it often happens that the tractor is run in a double shift, day and night, so that for very large farms, the tractor sizes are not proportionately larger.

A common rule for finding the size of a tractor for a given size farm is to figure that the tractor will displace surplus horses or mules equivalent to half its drawbar horse power, that is 14 drawbar horse power will displace seven good horses.

### Third Light Tractor Plowing Demonstration at Brandon

The event: The third light tractor plowing demonstration to be held in Western Canada.

The place: To the south of the Provincial Fair Grounds at Brandon, Man.

The dates: July 23, 24 and 25, during the week of the Provincial Fair at Brandon.

The reason: To show farmers and dealers the many types of light tractor now being sold in actual operation, under similar conditions. To prove that the light tractor is the most economical form of farm power and to boost tractor business.



Every implement and machinery dealer who can should be there. You will have an intimacy with the various machines which would be impossible through letters, literature and catalogs. You will see what the individual machine can do and decide which is best adapted to your individual territory.

Nearly thirty concerns have over forty tractors entered for the demonstration. You will not lack variety as regards types of design to choose from.

Brandon has done it before and knows how. The tractor demonstration this year will be a record breaker and the biggest affair of the kind ever held in the Canadian West.

Plowing will furnish the program on the field and plowing puts the tractor to its greatest power test. But on the Fair Grounds you'll see the same machines demonstrated and proving that the belt work is also a great power outlet for tractor adaptability.

Farmers often say that tractors won't work yet. This is the most frequent argument the dealer meets. How can it be refuted, except by the dealer seeing for himself? Brandon is the place to get first hand information, the golden opportunity for the dealer. The tractor is one of the nation's finest defences. It's up to the dealer as well as the farmer to help win the war. You can learn how at Brandon. Thousands of farmers will be there—many of them your customers, perhaps. Are you going to let your competitor sell them?

The tractor, that new unit

which makes power farming possible, is bound to exert a tremendous influence on farm life and agricultural production. It bids fair to revolutionize completely the present system of farming. With this glowing future in the offing we cannot help but realize that the tractor is as yet in its infancy. In the few years of its life many changes have been wrought in its design and construction. The 1918 tractor shows a vast improvement over its predecessor of a year ago. The man who judges the tractor of to-day by the standards which prevailed in 1917 is thinking in forgotten terms.

So the dealer who sells tractors cannot fail to become deeply interested in this demonstration. They are going to attend it and read of it with open minds. They want to keep abreast of the tendency of the times. They are going to seek light upon the tractor questions of the day.

Pack your grip and be at Brandon light tractor plowing demonstration. As in past years we will have a complete report of the machines demonstrated and of the entire line up of exhibits at the Brandon Fair. This forms a very complete review of the latest machinery being sold in the Canadian West, and will embody specifications of the various tractors taking part in the demonstration. Look for this report in our August issue. Canadian Farm Implements believes that the principal functions of a trade journal are education and service. Our report of the light tractor plowing demonstration will follow this ideal.

### Factory Notes

The Massey-Harris Co., Toronto, Ont., has ordered plans for a plant addition to cost about \$60,000.

The Oliver Chilled Plow Works, South Bend, Ind., has begun the erection of a new one-story forge shop 96x100.

The Nilson Tractor Co., Minneapolis, has on the press a new instruction book containing also the repair list of their tractor lines.

The Gray Motor Company, Detroit, has increased its capital stock from \$500,000 to \$1,000,000. This concerns manufactures stationary engines in all sizes.

The Farm Tractor Co. of Watertown, S.D., announces that in the near future it will turn out the first of the hundreds of tractors which it hopes to manufacture during the next year or two.

The Milwaukee Harvester Works of the International group continue to undergo important expansion. The latest new construction undertaken is a large forge shop 102x240 feet, costing about \$80,000.

The International Harvester Company has ordered plans for an addition to its tractor works at Chicago and will utilize the same for the manufacture of castings for tractors. It is reported that the building will cost approximately \$500,000.

The Townsend Mfg. Co., Janesville, Wis., has completed large plant additions and is now producing on an average of better than one complete tractor each working day. Its 1917 output numbered 150 machines. Its Canadian orders are especially heavy. Townsend tractors are handled in the Dominion by the Canadian Fairbanks-Morse Company.

The Monarch Tractor Co., of Watertown, Wis., will increase their producing capacity in the near future by erecting a brick addition, 140 feet wide 160 feet long and one story, to the present building. The Monarch Tractor Co., Ltd., of Canada, located at Toronto, and a branch of the Wisconsin concern, has completed building operations there and will be in shape to produce tractors as soon as machinery can be installed.

The Litchfield Manufacturing Company, Waterloo, Ia., announces that it has disposed of the "Grain King" endgate business to the Anderson Company, Minnesota Transfer, Minn. This action is taken in line with the company's policy to devote all of its efforts

to the production of spreaders, the demand for which is taxing its capacity. The manufacture of the "Grain King" endgate will be started immediately by the Anderson Company.

### The U.S. Official Tractor Demonstration

The one official Tractor Demonstration to be held in the United States this year will be staged at Salina, Kansas, July 29-August 3. Salina is about five hours ride from Kansas City. There are three trains daily and special trains will probably be put on. The grounds for plowing and demonstration work are very large, over 5,000 acres being at the disposal of the authorities. Applications already made show that there will be a large exhibit of belt power and tractor-drawn implements as well as of tractors and tractor materials, parts, equipment and accessories.

### Implement Administration in U.S.

A revising of the licensing policy for the farm implement industry in the United States makes it necessary for every dealer who does more than \$100,000 of business to take out a licence no matter whether or not all of this \$100,000 is represented by implement sales.

The first ruling was that retailers whose sales of farm equipment were less than \$100,000 were exempt. The new ruling takes into the calculation on volume all lines handled by a retailer handling farm equipment.

If a dealer sells implements and hardware, or lumber, coal, furniture, buggies, general stock or anything, and his annual sales of all lines exceed \$100,000 he must obtain a licence although his farm machinery sales annually only total \$10,000.

Under this legislation binder twine also counts, because everything counts that figures in a merchant's turnover. Indeed, in order to be a subject to licence, according to this latest interpretation, it is not essential that a merchant be classified in the business directories as an implement dealer. He may rank as a hardware merchant or a general merchant and farm equipment may be literally a "side line." But even if his sales of farm equipment are overshadowed by his sales of hardware, furniture, or what not he is liable to licence if his grand total is over \$100,000 and farm outfitting items had any part in that total, however insignificant.



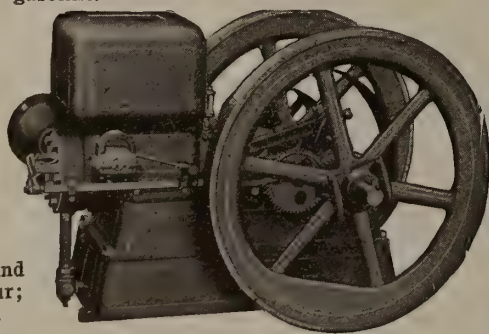
## JUMBO GASOLINE ENGINES

In Sizes: 1½, 2½, 4½ and 6 H.P.

### Solve the Fuel Problem for Farmers

Develop more power on less fuel than any engines sold at the same price. On skids, strong iron sub-base or trucks. Make-and-break ignition; battery or magneto. At small additional cost 2½, 4½ and 6 h.p. sizes can be equipped with throttling governor for burning kerosene or gasoline.

LITTLE  
JUMBO  
FEED  
MILLS



All steel construction; grind from 10 to 30 bushels per hour; 6-inch burrs; weight 90 lbs.

Ask the Nearest Branch about the Jumbo Line

Manufactured by Nelson Brothers Company SAGINAW, MICH., U.S.A.

Western Canadian Jobbers

Tudhope-Anderson Co., Ltd.

WINNIPEG

REGINA

SASKATOON

CALGARY



# ELECTRIFY YOUR TERRITORY

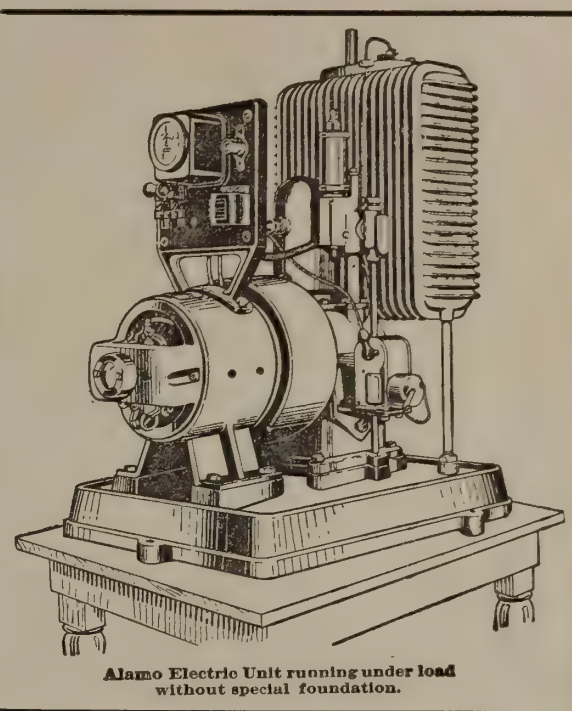
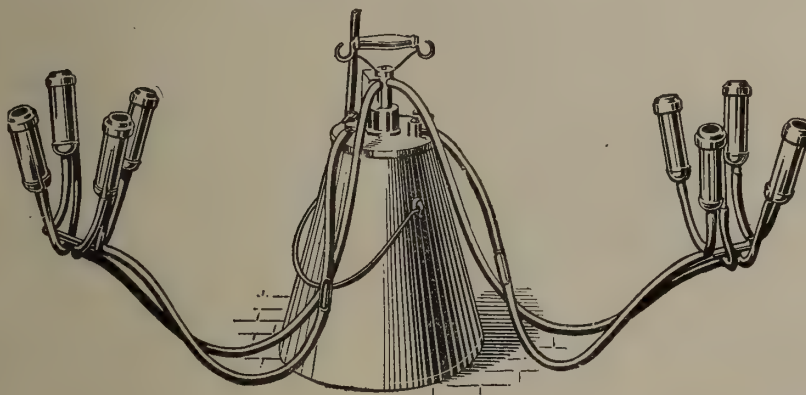
## SECURE THE AGENCY FOR Alamo Unit Lighting Plants

Unequalled for Farm Home Use

MADE IN THREE SIZES—75, 100 and 125 LIGHT PLANTS

The ALAMO UNIT Lighting System furnishes light or power any time, day or night, at the pressing of a button. Operated by the Ide Super-Silent Motor, especially designed for Alamo Plants. The Alamo Engine is a rotary sleeve type—has no poppet valves, cams, rods, springs or gears. High tension magneto ignition. Force feed lubrication—all moving parts run in constant film of oil. Engine stops automatically when oil or water gets low, or when battery is fully charged. The plant runs so smoothly that a special foundation is unnecessary. This compact unit gives power for all lighting purposes; also runs all common machines—cream separator, washer, churn, etc. Electric throttling ensures perfect charging speed. Generator completely protected. Switchboard has few parts—a boy can operate the plant.

GET FULL PARTICULARS AND LIBERAL AGENCY OFFER



Alamo Electric Unit running under load without special foundation.

The ALAMO is the easiest installed plant on the market. Battery shipped in separate case, all connected up. You simply connect the battery to unit. For safety, ease, comfort and economical light and power production you can sell no better plant. Adaptable to farms, stores, halls, schools, etc.

## Empire Line Machines Sell Every Day in the Year

Most farm implements have seasonal sales. You cannot sell plows or binders every day in the year, but progressive dealers are selling EMPIRE Milking Machines and Cream Separators the year around. YOU should be the Dealer in your territory to handle the EMPIRE LINE—the recognized Standard in Dairy Machinery.

## MILKING MACHINES

Endorsed all over Canada as the  
Best Mechanical Milkers Sold



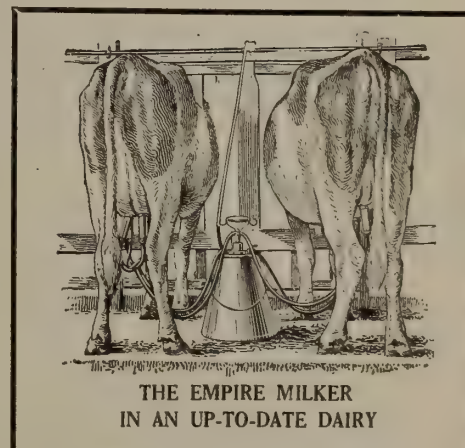
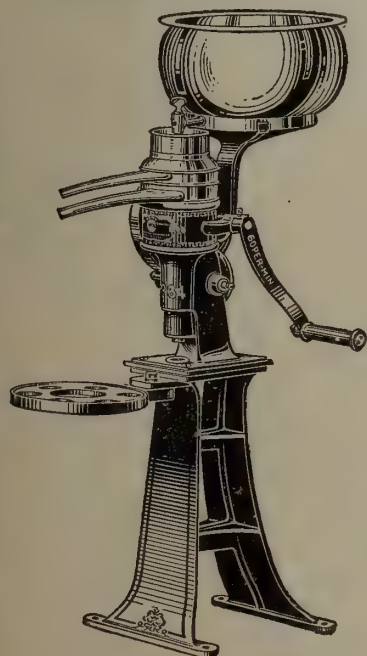
## CREAM SEPARATORS

The Lightest Running Separators  
Built. In Demand Everywhere

Empire Milking Machines are famous all over Canada for getting lots of milk into the Empire pail—quickly and cleanly, to the satisfaction of both dairymen and cows. They are simple and dependable. Empire Milkers have been adopted by the foremost dairy authorities in Canada, such as the Central Experimental Farm, Ottawa, Nova Scotia Agricultural College, Truro, McDonald Agricultural College, Manitoba Agricultural College and many Experimental Farms. Wherever farmers are using EMPIRE Milking Machines you find the same record of unvarying satisfaction. That's why Empire Dealers are making good profits and doing big business.

Empire Cream Separators are made in all sizes, and are a line that every dealer should investigate. Don't wait until the Robinson-Almo Traveller gets around to you. Write NOW for full particulars of the lines we handle.

*Dealers: See our Lines on Exhibit at  
the Edmonton, Saskatoon, Brandon  
and Regina Fairs*



THE EMPIRE MILKER  
IN AN UP-TO-DATE DAIRY

Write Robinson-Alamo, Ltd. for Literature and Contract

Address

# ROBINSON-ALAMO, LIMITED

140 PRINCESS STREET

WINNIPEG, MAN.



### Tractor Plowing at Portage

On June 12 and 13 an interesting plowing match was held near Portage la Prairie, Man.. As in past years this event was excellently arranged, and a two-day programme was staged on the most practical basis, and without the red tape which so often is detrimental to these educational expositions of the skill of the plowman. On the opening day the horse-drawn plows were operated before a record crowd, but the second day, which was devoted to tractor plowing, was the biggest drawing card, for over 3,000 people lined the field to see the modern steel horses in action.

The farmer views these contests from an eminently practical standpoint. He is not interested in mechanical design, three point suspension or air cleaners. What he principally wants to know is whether the tractor is easily operated and will require little repair outlay, also whether it is adaptable to a variety of work on the farm; especially important does he consider the question of the number of plows the machine will haul under average conditions. At the Portage plowing match, many farmers had their own tractors in use, while in other cases the machines were driven by experts from the various companies.

### Large Tractor Entry

A total of 20 tractors were at work in the contest for plows drawn by tractors on the second day. Four of these were hauling 2-furrow plows and the other sixteen 3-furrow plows. In making the awards no account whatever was taken of the tractors and the plowing was judged on the same basis as that of the horse plowing on the previous day. The object, therefore, was a practical one, namely, to obtain the best results possible in the plowed land without any consideration as to cost of plowing, fuel consumption, draw-bar pull, or fuel used in the tractor.

It is interesting to note that the highest awards usually went to farmers who operated their

own tractors and plows, since the plowing was the standard by which the tractor outfit was judged, the operation of the tractor being of secondary importance. The final awards allocated by the judges were as follows:

Two-furrow plows—1, Robt. Smith, Portage, with a Heider tractor pulling 14-inch Rock Island plows; 2, Alex Wilson, with the same outfit; and 3, Clarence Yuill, a 13-year old boy, with the same outfit.

Three-furrow plows—1, A. M. Brownridge, with a Waterloo Boy 12-24 engine and a Great West plow; 2, Bert Lyttle, with a Gilson engine and a Cockshutt plow; 3, W. F. Bowes, with a Titan I.H.C. engine and a P.&O. plow; 4, Thos. Wishart, with a Mogul I.H.C. engine and a Cockshutt plow; 5, F. Bradley, with a Case 9-18 engine and a John Deere plow; 6, W. G. Lyttle, with a Cleveland tractor and Oliver plow; 7, L. J. Gautron, with a Case 10-20 engine and a Grand Detour plow; 8, Alex Findlay, with an All-Work engine and a Rock Island plow.

An exhibition of the Christiansen three-furrow sub surface plow packer behind a Cleveland caterpillar tractor and Oliver plow was of great interest, the good work done by this attachment being remarked on by the farmers present.

It is the privilege of the implement dealer to furnish sinews of war to the farmer.

## HILLCREST STEAM COAL

THE KIND THAT DOES THE WORK

FOR PLOWING AND THRESHING

Order from your nearest Coal Dealer at once and have a supply when you are ready to start work

**COAL SELLERS, LIMITED**

905 Union Trust Bldg.  
WINNIPEG

CALGARY

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EXCLUSIVE WHOLESALE DISTRIBUTORS

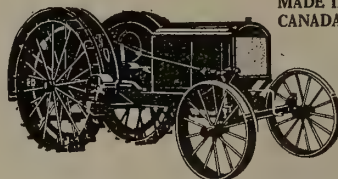
Of Lethbridge "Imperial" Coal; Pembina "Peerless" Coal; Drumheller "Monarch" Coal

DEALERS: WRITE US FOR PRICES AND TERMS

## GILSON

"GOES LIKE SIXTY"

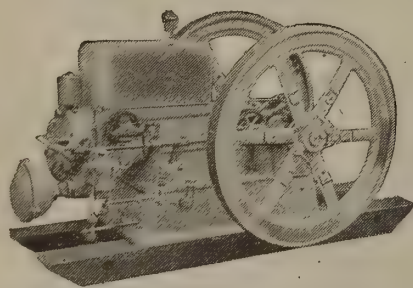
MADE IN CANADA



TRACTORS - THRESHERS  
GAS and OIL ENGINES

WRITE FOR CATALOGS  
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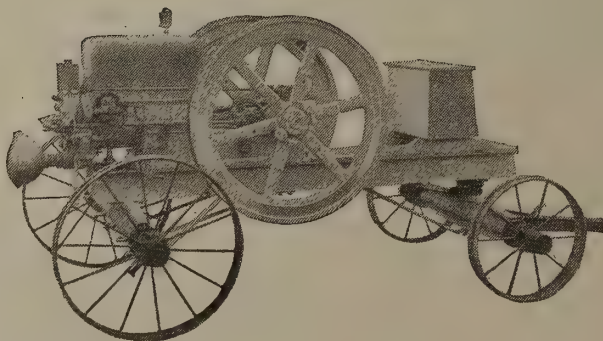
**Gilson Mfg. Co. Limited**  
303 Owena St. Winnipeg



Stationary; Throttle-Governed;  
Kerosene Engines;

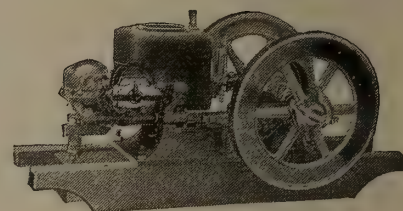
with Webster, self-starting magneto. Sizes 7, 9, 10, 12 and 14 H.P. Well suited for small Combination Threshing Outfits or any other farm requirements. Your customers oftentimes prefer one make of small separator, but do not like the engine; substitute a "Manitoba" in these cases. Easily attached and adjustable to any Combination Separator. Furnished with Friction Clutch Pulley or without.

## Made in Western Canada



Portable; Throttle-Governed; Kerosene Engines;

with Webster self-starting magneto. The engine you should handle for your small thresher trade. Heavy steel Truck. Liberal dimensions throughout; lots of power. Sizes 7, 9, 10, 12 and 14 H.P.



1 1/2 H.P. Gasoline Engine,

with Webster magneto; speed changing device, etc. Each dealer should have one of these on his sample floor. Carefully made, tested and inspected before shipment. Can be used to illustrate our complete line of engines nicely.

PAY US A VISIT  
DURING BRANDON  
EXHIBITION

Further particulars and prices furnished on request. It will pay you to learn about the new improvements in our goods. Better become acquainted with our entire line of Pump Jacks; Feed Grinders and Roller Crushers also. We recently shipped a carload of throttle governed engines to Toronto against eastern competition. Why buy abroad what can be bought in our Home Market in equal quality and at lower prices?

**MANITOBA ENGINES, LIMITED** PHONE 2943 **BRANDON, MAN.**



**Massey-Harris Increases Capital**

An increase in the capital stock of the Massey-Harris Co., Ltd., of Toronto, Ont., from \$15,000,000 to \$25,000,000 is provided for in additional letters patent issued by the department of state in Ottawa, Ont., recently. The increase will consist of 100,000 shares of a par value of \$100.

**Patriotic Offer by P. M. Sharples**

P. M. Sharples, president of the Sharples Separator Co., West Chester, Pa., has offered the American Red Cross Society at Washington four pure-bred dairy cows, outstanding representatives of the four great dairy breeds of cattle—the Jerseys, Guernseys, Holsteins and Ayrshires. In his letter to the society, Mr. Sharples suggests that these four cows be sent on tour in a special car by the Red Cross, visiting all of the principal American cities during the summer months. He suggests that the cows be so routed that they be shown at the Dairy Cattle Congress, at Waterloo, Ia., and at Columbus, Ohio, at the National Dairy Show. In his letter offering these pure-breds to the Red Cross, Mr. Sharples says:

"The cows could be featured in each city visited during a Red Cross Dairy day, and sold at public auction to the people of each city. Every bid would be accepted, and, in this way, an immense sum would be realized through the sale of the cattle as they progressed through the country—all money so bid and subscribed to go to the Red Cross through the local Red Cross organization in charge of the auction sale.

"Every bidder on these cows would be given a certificate of temporary ownership of the cow of his or her choice and would automatically return such cow to the Red Cross Society to be re-sold again and again.

"Also I would ask," writes Mr. Sharples, "that at the last show they be finally donated by the people of the United States through the American Red Cross to the government of France as the foundation of four breeding herds of dairy cattle that would assist in the re-establishment of the dairy industry in that heroic country whose lands have been so devastated and whose herds have been so sadly depleted."

In such a tour Mr. Sharples sees an opportunity to educate city dwellers to the unequalled value of dairy products as economical food, and for the protection of growing children. His offer is simply a fourfold service

which this pioneer of the cream separator industry has in mind—to benefit the Red Cross, Infant Welfare, the Dairy Industry and France.

The National Dairy Council strongly endorses Mr. Sharples' generous offer, and will do all in its power to help this scheme along. The Red Cross Society has gratefully accepted the gift and over 60 cities will be visited and a Red Cross Dairy Day held in each city.

**Left Hand Side Delivery Rakes**

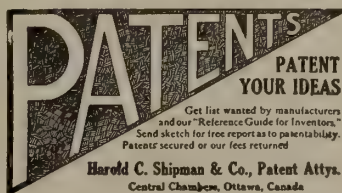
A hay tool which is growing in popularity is the left hand side delivery rake. This rake differs from the ordinary side delivery only that it discharges the hay to the left instead of the right. The left hand rake was brought out a few years ago, and several com-

panies are now making them. The manufacturers claim as the principal advantage of the left hand rake that it can follow the mower closely and does not throw the new mown hay on the standing grass. The mower cuts on right side and the left hand rake throws the cut grass away from the path of the mower and there is none of the hay left to interfere with the mower on the next round.

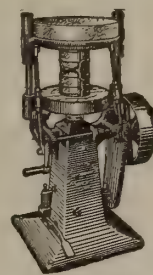
The left hand rake possesses all the advantages of any side delivery rake. It rakes the hay im-

mediately upon cutting into light fluffy windrows, leaving it to cure by air currents rather than the sun's heat. In this way the hay retains its natural color and much of the feeding value lost by the sun cured process. When the side delivery rake is used only a small portion of the surface is bleached by the sun, and the hay is more marketable.

Here's hoping every implement will do its duty.



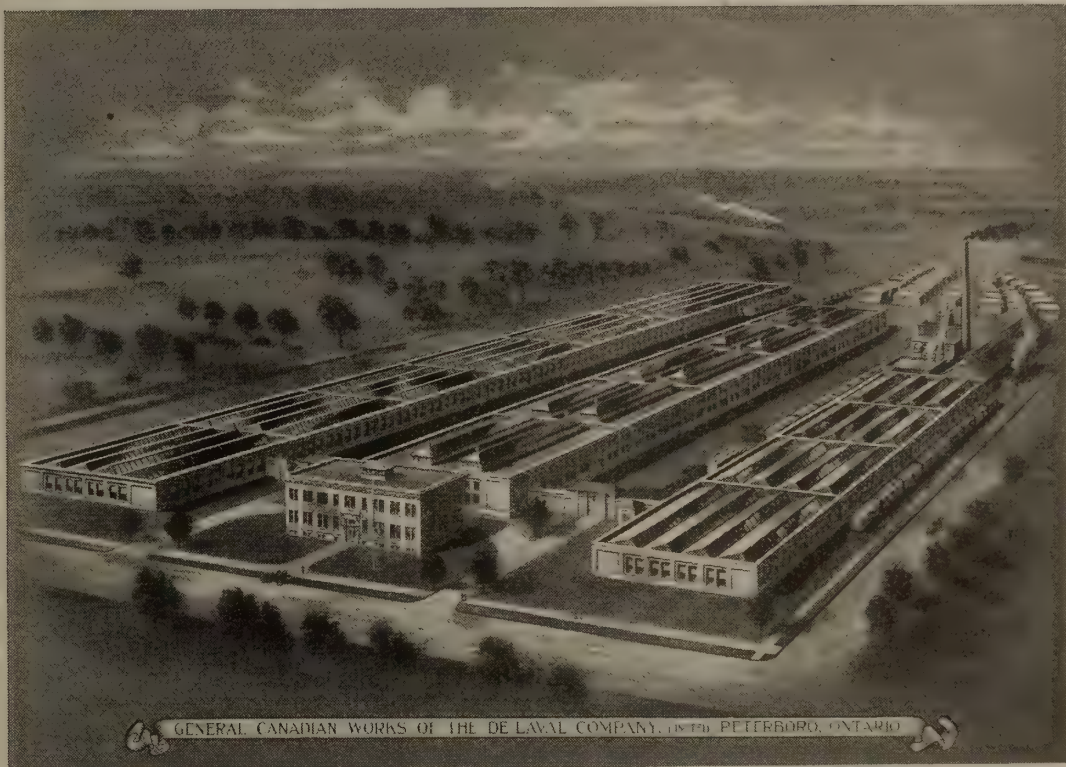
Harold C. Shipman & Co., Patent Attys.  
Central Chambers, Ottawa, Canada

**LONDON CEMENT DRAIN TILE MACHINE**

Makes all sizes from 3 to 12 inches. Price \$250. Cement Drain Tiles are here to stay. Large profits in the business. If interested send for catalog No. 2. Agents Wanted in all Unoccupied Territory.

**LONDON CONCRETE MACHINERY CO.**

Dept. K, LONDON, ONTARIO  
World's Largest Manufacturers of Concrete Machinery.



## HEADQUARTERS FOR DAIRY SUPPLIES IN CANADA

Here is the place where De Laval Cream Separators, Ideal Green Feed Silos and Alpha Gas Engines come from.

Dealers who handle these lines are getting the cream of the trade.

Dealers who handle these lines know that they are well advertised, widely known and easy to sell.

If you would like to handle the De Laval line, we'll be glad to talk it over with you.

**THE DE LAVAL COMPANY, LIMITED**  
WINNIPEG VANCOUVER MONTREAL PETERBORO

*Largest Manufacturers of Dairy Supplies in Canada*



### Makers to Supply Repairs for Eliminated Machinery

Owing to the present movement for the elimination of useless types of machines, the dealers in the Canadian West are naturally anxious to learn as to how the supply of repair parts will be taken care of for such machines as are eliminated from a manufac-

turing standpoint. The U.S. Government has wisely directed that unnecessary types of all implements be cut out, but this will in no wise affect the supply of repair parts for those machines which are now in use, although they will no longer be produced by the factories.

From the very beginning, when the U.S. Government requested the assistance of the National Implement and Vehicle Association in bringing about a thoroughly practical programme of reduction of variety, the question of repair parts was given all necessary attention by the manufacturers themselves, who realized that the shutting off of the supply of repairs would work seriously against farmers everywhere; whereas, the reduction in variety of the complete implements and machines alone would be to their distinct advantage and benefit. It would be poor business and farcial economy to extend the rule of eliminations to repair parts and, fortunately, the U.S. Government officially recognizes this fact and is in complete understanding with the manufacturers.

Dealers nor farmers, therefore, need feel any apprehension as to their being able to procure repair parts of implements or machines

that are to be eliminated, especially if they have purchased the equipment in recent years. It is impossible to fix any definite limit as to the period manufacturers should stock repairs for eliminated lines, for that depends upon the nature of the tools and upon subsequent changes or improvements that may be made.

Dealers may feel doubly secure on the repair situation, for the manufacturers realize fully the value and necessity of giving efficient repair service and know that the reputation and even the life of their business depends ultimately on their ability to furnish repair parts on their entire line of manufacture for a period of years. To this end they carry large repair stocks at the distributing centers and representing large investments. The manufacturers may be counted on to guard the interests of farmers and the dealers when it comes to producing repairs on the goods which, under the government plan of industrial economy, will soon be discontinued. Dealers should advise their customers that there will be an adequate supply of repair parts for all implements which elimination have placed in the "obsolete" class.

### Gigax Comes to Canada

The John Goodison Thresher Co., Ltd., of Sarnia, Ontario, announce that they have engaged Fred W. Gigax in the capacity of sales promotion and advertising work.

As they have taken on a line of tractors, and as they are actively engaged in pushing the sale of same in connection with their steam engines, and thresher line, their business is naturally expanding. They are also adding a line of plows, as they felt this new department was necessary.

If long experience in the engine and thresher field count, the Goodison company has acquired

### "Eclipse" Windmills ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

#### Biggest Capacity and Power

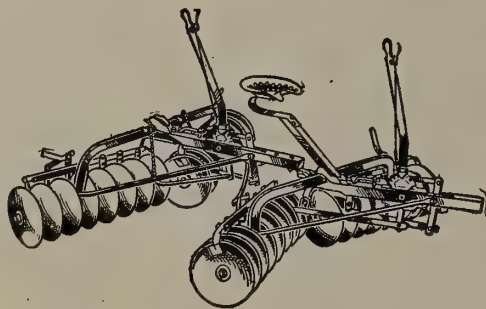
Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited  
Saskatoon WINNIPEG Calgary

## "Bissell" Disk Harrows

The Bissell Disk Harrows have great capacity for hard work, the disk entering the ground naturally and leaving behind it a finely pulverized soil.

This is the secret of good tillage.



The frame on the Bissell Harrow is directly over the gangs, the draught being well back where the work is being done. The horses do not have to carry the weight of the pole, levers, braces or frame. This feature is important, and herein lies one great advantage of Bissell Disk Harrows.

For over a quarter of a century the manufacturers of Bissell Disk Harrows have made a special study of this particular implement and spent years of time and effort in perfecting the present Bissell Disk Harrow. The result is that to-day it is acknowledged to be far in advance of any other similar implement for cultivation.

#### THE ESSENTIAL FEATURES

The Bissell Disk Harrows combine the important features of great capacity for hard work, thoroughness of cultivation, lightness of draught, ease on the horses, and strong, substantial, durable construction. Built also in sizes suitable for use with Tractors.

T. E. BISSELL CO., LTD., ELORA, ONT.

### British Authorities Supply Machinery

It is interesting information to learn that the British Board of Agriculture has placed 3,500 tractors at the disposal of farmers, together with 2,500 cultivators and other machinery. Moreover, it has supplied to county agricultural committees something like 14,000 horse-drawn implements, including 4,800 plows, 2,800 harrows, 2,300 rollers, 1,200 drills, 780 disk harrows, 1,400 cultivators and 1,300 carts and lorries. In the United Kingdom the increase in use of power implements since the war started has been phenomenal. Every farmer has an opportunity to procure the most up-to-date machinery, and the demand is usually in excess of the supply.

### Profit and the Separator

In selling cream separators the dealer should always make a strong point of the return on the investment afforded by these machines. The man who puts off the purchase of a cream separator because he thinks he can't afford it, or for any other reason, is making a serious mistake, because the machine will pay for itself the first year from its own saving, and all that it saves for the owner after the first year is clear gain.

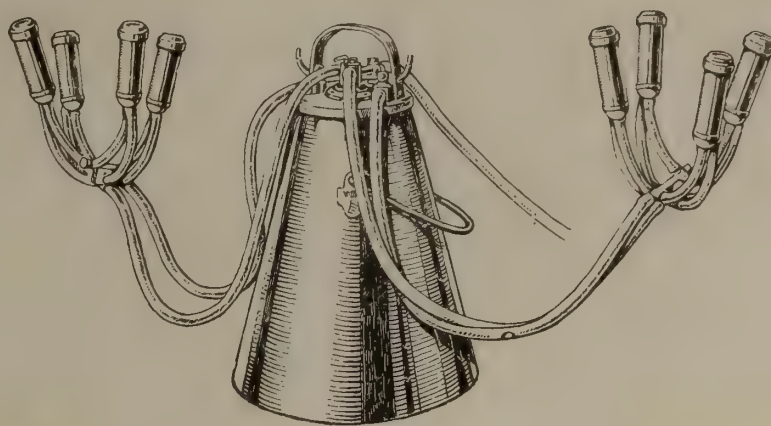


F. W. GIGAX  
Sales Manager, John Goodison Thresher Company

the services of a valuable man, for Mr. Gigax has had much experience and his success is known throughout the industry. For a great many years he was with the Avery company of Peoria, Ill., first as salesman, later as branch house manager, then in charge of their foreign department. Later he was with the re-organization force of the Advance Rumely Thresher Company at La Porte, Ind., first as branch manager, later as north-west sales manager, having northern United States and Western Canada. For the past two years Mr. Gigax has been associated with the Emerson-Brantingham Implement Company, as division sales manager, having charge of one-half of their tractor and thresher business.

Having an education along mechanical lines, as well as that of sales, Mr. Gigax should be peculiarly fitted for the promotion of both thresher and tractor sales. This experience should make Mr. Gigax a valuable man to his present company.





## FOR SERVICE TO YOU

**R**ECOGNISING the need for better facilities for serving Western Implement Dealers and their customers, which need has been brought about by the rapidly increasing Sales volume of **EMPIRE MILKING MACHINES**, **EMPIRE CREAM SEPARATORS**, **EMPIRE GASOLINE ENGINES** and **EMPIRE ELECTRIC PLANTS**, The Empire Cream Separator Company of Canada, Ltd., has appointed as its Western Canada Sales and Service Agents

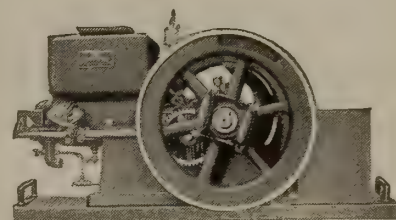
**ROBINSON-ALAMO, LIMITED**  
140 Princess Street, Winnipeg, Manitoba

Robinson-Alamo, Ltd. are fully equipped to take care promptly of Empire Dealers in Western Canada.

This new selling arrangement is made for **Service to You**—Service to every Implement Dealer in the West.

Some Dealer in your territory is going to take advantage of it and make a big profit on **EMPIRE** Machines. If there is not already an Empire Dealer in your locality, **YOU** should become one. Investigate the Empire Line now—next season will be too late—someone else will be “cashing in” by that time. Open territory is limited.

Write or wire to-day for our liberal Dealer's Proposition on either Milking Machines, Cream Separators, Gasoline Engines or Electric Plants; or better still, on the entire Empire Line.



## THE RECOGNISED STANDARD

**N**EARLY every field of endeavor has its recognised standard—one manufacturer's goods that always loom up first in your mind when a product of its nature is mentioned. It's true of cameras, pianos, locks, crackers, speedometers, watches and a host of other products. And it's true of Milking Machines.

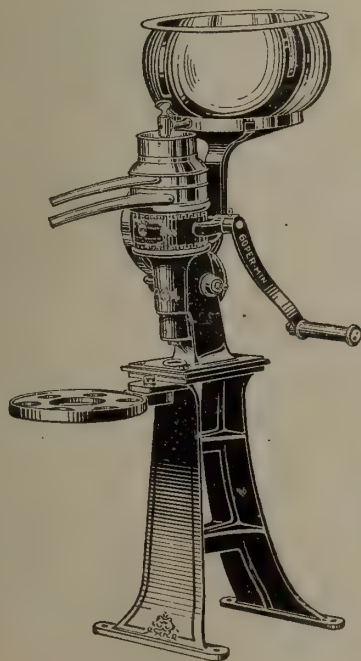
Visit the homes of prize winning stock of all breeds, go to the dairy farms whose chief object is the production of large quantities of milk or go to the small farmer who has only a limited number of cows: everywhere you'll find the dominating milking machines to be

## EMPIRE MILKING MACHINES

From a superior mechanical standpoint, the Empire stands head and shoulders above all competing machines. You have more good, sound, practical mechanical talking points to help you sell the Empire than you ever dreamed existed.

The same is true of Empire Cream Separators, Gasoline Engines and Electric Plants. They are built right. They are economical to run, and, quality considered, their original cost is very moderate.

You should be the dealer in your territory to handle the Empire line—the recognised standard of dairy machinery. Write at once for full particulars and our liberal dealer's proposition. Act without delay, for the stupendous demand for Empire Milking Machines and other dairy machinery will far exceed the output this year, despite our immensely increased capacity.



**ROBINSON-ALAMO, LIMITED**  
**WINNIPEG MANITOBA**

**EMPIRE CREAM SEPARATOR CO. OF CANADA, LTD.**  
146 CRAIG ST., WEST MONTREAL, QUEBEC



### Janesville Company and Tractor Corporation Merge Interests

Announcement is made that the Janesville Machine Company, Janesville, Wis., and the General Motors Corporation, of New York and Detroit, have agreed to co-operate in the production and marketing of tractors and tractor implements. The large motor corporation have purchased a large tract of land at Janesville, Wis., and will erect a big tractor plant. This plant will be located on a tract of 125 acres, and will be devoted to building tractor lines, including the Samson Sieve Grip machine, which is now being produced at the plant in Stockton, Cal., purchased by the G. M. C. in April, 1917, and at the company's plant in Pontiac, Mich.

The Janesville Machine Co. is developing plans for the production of a full line of power farming machinery to work in connection with the line of tractors produced by the General Motors Corporation. Facilities will be provided for the expansion of the complete Janesville line. J. A. Craig, general manager of the Janesville company, will also be manager of the tractor plant.



Cockshutt Men at Calgary, Alta., Branch House

The scope of the operations of the two plants will extend all over the United States and, after the war ends, throughout the principal foreign countries.

The factory location is stated to be one of the most ideal for the purpose that could possibly be found, having every natural advantage from a manufacturing and marketing standpoint.

The General Motors Corporation already makes several well known lines of automobiles, such as the Buick at Flint, Mich., the Cadillac at Detroit, Mich., the Chevrolet at Flint, Mich., the

Oakland at Pontiac, Mich., and the Olds at Lansing, Mich., the General Motor Truck at Pontiac, Mich., and other subsidiary companies.

The Janesville Machine Company needs no introduction to the implement trade. For many years it has ranked high in the production of tillage implements. Its plant, which was established in 1859, produces walking and riding plows, disc harrows, lever harrows, corn planters, cotton planters, listers, walking and riding cultivators, disc cultivators, weeders, seeders, tractor plows and tandem disc harrows for tractor use. The additions to be made will give the company a complete line of both animal-drawn and tractor tillage machines.

#### Mr. Dealer----

Give encouragement; render service; be prepared. Order all

supplies early. Find out what machines and repairs the farmer requires. Keep as complete a stock of machines and repairs as possible. Unload cars promptly. Show farmers how to get maximum work out of their machines. Use the local newspaper to awaken the farmer to the need of using modern machinery. Push your lines.

### A Cockshutt Group at Calgary

On this page we reproduce a group photograph taken outside the Calgary branch of the Cockshutt Plow Company. The following gentlemen are shown:—Left to right, in front—L. E. Glover, branch manager; G. W. Gray, farmer; D. Hodgkins, collector; C. G. Rose, assistant sales manager, Renfrew Machinery Co., and J. D. Boyce, salesman. Rear row, left to right—J. A. Hall, salesman; A. H. Ebsworth, salesman; J. A. MacLean, shipper, and M. T. Ryan, salesman.

Manager Glover regrets that the photograph does not include three of the Cockshutt salesmen at the Calgary branch, who, said Mr. Rose, were so hard at work out in the territory taking orders for Renfrew cream separators that they hadn't time to come in and have their picture "took." Mr. Rose, who was west on a trip spreading the gospel of Renfrew efficiency, reports business excellent and feels sure that with the "Standard" separator Cockshutt dealers will do big business during the summer months. Needless to say the Cockshutt Plow Co. are western distributors for these machines.

## THE CANADIAN LIGHTNING ARRESTER AND ELECTRICAL COMPANY LIMITED

### FIRE LOSSES IN SASKATCHEWAN

For the year 1916 totalled \$1,588,191, according to figures issued by the Provincial Fire Commissioner's Department. The greatest number of fires from any one cause was by lightning.

The total fire loss for Canada in 1916 was \$25,400,000.

Proper Lightning Rods properly erected give almost 100% protection. Imagine what the saving to the Dominion would have been in 1916 if all buildings had been rodded!

#### MR. DEALER

Every farmer in your district owes it to himself to protect his family, home, buildings and live stock. He can do it with Townsley Lightning Rods. See that YOU get his business instead of the peddlers who go through the country picking off the "cream" with unbranded rods of no recognized standard.

#### THE TOWNSLEY SYSTEM PROTECTS

Write for our Dealer Proposition

The Canadian Lightning Arrester & Electrical Co., Ltd.

BRANDON

MAN.

GUAR-  
ANTEED

PRO-  
TECTION

99%

PURE

COPPER

OFFICES & FACTORY  
BRANDON - MANITOBA  
TOWNSLEY LIGHTNING SYSTEM  
SYSTEM OF VENTILATION

## Get the Agency for the "BOYCE"

### The Best Trailer On The Market

Capacity 1,000 lbs.

Prospects Everywhere: Farmers, Dairymen, Merchants—Every Man Who Owns An Automobile

The "BOYCE" Trailer is adapted for general hauling, and tracks perfectly. Strong construction. It is light in draft and is equipped with the famous BRICE QUICK-HITCH COUPLER.

Write for Full Particulars and Prices

Body is 42 x 72 inches; 8-inch panel. Hardwood sills and Flare Boards. Drop Tail Gate. Strongly ironed and braced. Ball-bearing axle. Tires—steel, solid rubber or pneumatic types; springs—1½-inch 6-ply slide, Truck pattern. Finely finished in black; attractive appearance. Get our liberal selling offer to implement and automobile dealers. Write to-day.

## THE BOYCE CARRIAGE COMPANY

316 Ross Avenue

Winnipeg, Man.



**Briscoe Cars in the West**

The Canadian Briscoe Motor Co. report that their cars will be on view at the fairs at Edmonton, Saskatoon, Brandon and Regina. The new 1919 models will be on view, including both touring cars and roadsters. This company are giving excellent service to users and dealers of the Briscoe line. They have repair stocks at

Winnipeg, Regina, Saskatoon, Edmonton, Calgary and Medicine Hat. Seven expert mechanics are in Western Canadian territory busy looking after the interests of Briscoe owners and Briscoe dealers.

An interesting test of the efficiency of the wonderful Briscoe motor was made in Winnipeg the other day. A prospective purchaser, who was after the best in

motor efficiency, took a Briscoe demonstrator car and drained the gas tank empty. He then poured in one quart of gasoline and started the engine running until the car stopped for lack of fuel. The distance covered on one quart of gasoline was 9 7-10 miles, which is certainly "some" mileage to the gallon. Needless to say F. N. Macdonald, manager of the Western Canadian inter-

ests of the Canadian Briscoe organization, had no trouble in selling this gentleman a Briscoe.

During July, reports Manager Macdonald, a seven-day endurance run for the Briscoe will be staged in Winnipeg. A Briscoe Four, 32 h.p. car will be used, and will never stop for seven days and nights. Briscoe dealers throughout the Canadian West will await the result with interest.

# Big Sales, Good Profits, Pleased Customers

**Cushman  
Quality**

**DEALERS:** See the complete Cushman Line on Exhibit during the Fairs at Edmonton, Saskatoon, Brandon, Regina :: :: :: :: ::

**Cushman  
Service**



**The Langdon Ideal  
Automatic  
Self-Feeder**

Guaranteed to feed perfectly to full capacity any make or size of separator.

The one feeder that governs according to the condition of the grain. Operates on the principle of hand feeding, handling the dry, straight bundles very fast; the wet, tough, tangled ones are delivered more slowly. Separator and engine have absolutely uniform and even load all the time.

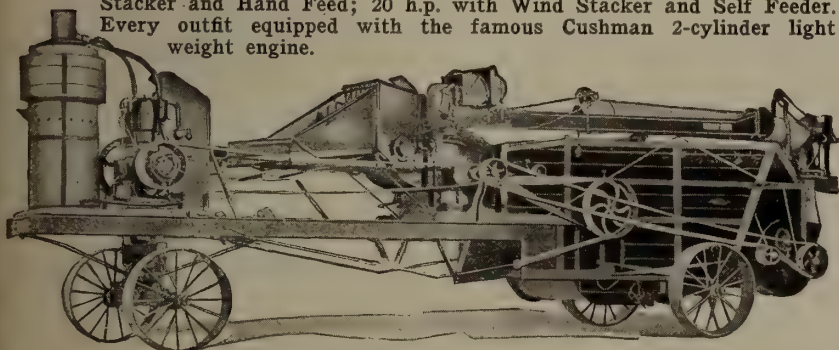
## BACKS UP EVERY CLAIM—AND IN THE FIELD

The Langdon Automatic Self-Feeder makes Friends everywhere. The feed is controlled and governed so that it is impossible to slug the cylinder while pitchers cannot overload the separator. Don't delay, but get particulars and prices of Langdon feeders NOW. We are exclusive selling agents for this line in Western Canada. Full particulars sent on request.

## Sell Cushman Light-Weight Combination Threshers

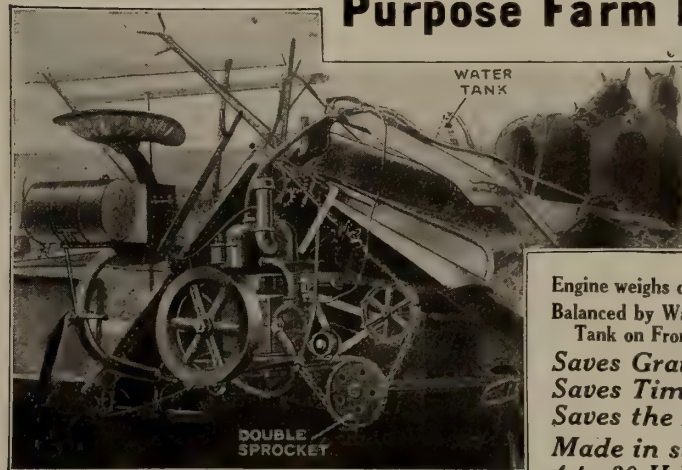
1918 Model—Tried and Tested—Made in Three Sizes

8 h.p. with Straw Carrier and Hand Feed; 15 h.p. with Wind Stack and Hand Feed; 20 h.p. with Wind Stack and Self Feeder. Every outfit equipped with the famous Cushman 2-cylinder light weight engine.



Our 1918 outfits carry many distinct improvements. They have proven to be unequalled for threshing flax. Rigid, strongly braced frame; has sliding base for regulating belt tension. And behind all is the famous smooth running Cushman Light Weight Engine. For good work, quality and durability, our outfits are the best you can sell. Get the agency—now.

## Cushman Binder Engines—the All—Purpose Farm Engine



The original and successful Binder Engine

Engine weighs only 190 pounds  
Balanced by Water Cooling  
Tank on Front  
**Saves Grain  
Saves Time  
Saves the Binder**  
Made in sizes from 4 to 20 H.P.

The same 4 H.P. Cushman Engine is the All-Purpose Farm Engine. It weighs only 190 lbs., and is easy to move around from job to job, yet even more steady running, quiet and dependable than most heavy engines. Double Cylinder Cushman Engines—8 to 20 H.P.—make steady, reliable power for heavy duty jobs, in very light weight. Weigh only about one-fourth as much as other engines of same horse-power.

Ask for full particulars of our improved 1918 Model

## The LINCOLN 24x46 Separator

The Perfect Thresher for use with Small Tractor



The Cushman 24 x 46 Thresher is an ideal machine to sell the owner of a Standard 10-20 or 12-24 Tractor. It can be furnished with Hand Feed and Windstacker, or with full equipment, as illustrated. Very strongly built; exceptional capacity. Cleans the grain fit for market. Let us send you literature on this big seller.

**Our Prices and Terms will Interest You. Cushman Dealers Get the Trade**

**CUSHMAN MOTOR WORKS OF CANADA, LIMITED**

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

Exclusive Selling Agents for: Combination Threshing Outfits—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators



### Eastern Canadian Tractor Demonstration

The fourth Tractor Farming Demonstration in Eastern Canada will be held this year at Coburg, Ont., on September 17 to 20. This event is sanctioned by the National Tractor Association of North America. Last year's demonstration, which was a great success, was held at the Industrial Farm, near Toronto.

A large entry of tractors and plows is reported, and belt power tractor adaptation, along with a full display of tractor accessories, will be other features of the 1918 demonstration.

Coburg, where the demonstration will be held, is about seventy miles east of Toronto. It has three railroads, as well as daily boat service. Its population in the winter time is about 6,000

people, with twice that number in the summer. The hotels which cater to the summer residents will remain open for the demonstration, so that the housing problem usually trying at such demonstrations will be solved.

The grounds consist of a level clay loam situated about a mile from the hotels, depots and docks. The weather should be good if precedent is of any value, for only once in twenty-six years has it rained two days during the corresponding week of the year.

More tractor and power implement manufacturers already have sent in their entries than had signed up last year at this date. It is certain that the display of machines will be representative in every sense of the output of American and Canadian factories.

Information of any sort regarding the demonstration can be se-

cured by addressing the Fourth Tractor Farming Demonstration, 8 Wellington St., East, Toronto, Ont., Canada.

The following gentlemen will represent the Canadian tractor manufacturers and accessory makers, and all are enthusiastic over the 1918 demonstration:

R. Bell, Robt. Bell Engine & Thresher Co., Seaforth; W. T. Goodison, Goodison Thresher Co., Sarnia; W. H. Shapley, Goold, Shapley & Muir Co., Brantford; J. R. Macdonald, Macdonald Thresher Co., Stratford; R. Harmer, Sawyer-Massey Co., Hamilton; M. S. Weber, Waterloo Mfg. Co., Waterloo; A. W. White, Geo. White & Sons, London; T. C. Tinline, Bateman-Wilkinson Co., Toronto; Edw. Barelman, Gilson Mfg. Co., Guelph; T. E. Bissell, T. E. Bissell Co., Elora; E. J. Albert, Canadian Allis-Chambers Co., Toronto; G. B. Wheeler, Canadian Fairbanks Co., Toronto; F. E. Breckenridge, International Harvester Co., Hamilton; F. E. Leonard, E. Leonard Sons Co., London; V. P. Smith, R. A. Lister Co., Toronto; Wm. E. Greig, Massey-Harris Co., Toronto; F. D. Vickers, Renfrew Machinery Co., Renfrew.

### Parrett Tractor Co. Expanding

With a capitalization of \$3,000,000, the Parrett Tractor Co., Chicago, has been reorganized under the laws of Delaware. The company announces that its production will soon be expanded. The schedule calls for an output of 5,000 tractors in 1919.

This is the sixth year of the manufacture of Parrett tractors. The management states that at the present rate of production more than 3,000 Parretts will be manufactured this year. The factory covers 147,000 square feet of floor space and occupies an 11-acre tract, owned by the company.

The Parrett tractor is dis-

tributed in the Canadian West by the New Home Machinery Co., Saskatoon, who report a heavy demand and excellent service from all tractors sold.

As the second step in its programme of expansion the Parrett Tractor Company has purchased at Chicago Heights a large plant formerly occupied by the Central Locomotive and Car Works, paying therefor the sum of \$250,000. The plant occupies a tract of twelve acres with buildings covering the entire site.

### Albert Graves, Wholesale Machine "Collector"

There's nothing small about Albert Graves, of Stuart Lake, Man. He is a fine "collector" of farm equipment. The John Deere Plow Co., Winnipeg, missed a hay press, two wagons and other miscellaneous goods from their warehouse on Jarvis St., and the provincial police finally followed the trail to Albert's home at Stuart Lake. This wholesale collector ordered a box car to the Deere warehouse, loaded the goods and shipped them out to his homestead. He said he needed the money. The court decided that as he was engaged in food production they would let him go on a fine of \$50—but we'd hate to leave a diamond loose around a man who can get away with so fragile a thing as a large hay press.

### Arnett Water Tanks

T. L. Arnett, Souris, is putting upon the market a line of water tanks in 12 and 16 barrel sizes. These tanks have been sold for several years, and are made in the half round type. They are constructed, says the manufacturer, so that a simple twist of a wrench will stop all leaks. At this season of the year there should be a good demand for water tanks of this type. Each Arnett tank is supplied with a pair of bunks.

## New Moody Combination Threshing Outfits

Fully Guaranteed, Efficient and Reliable. The best individual outfit you can sell your customers.



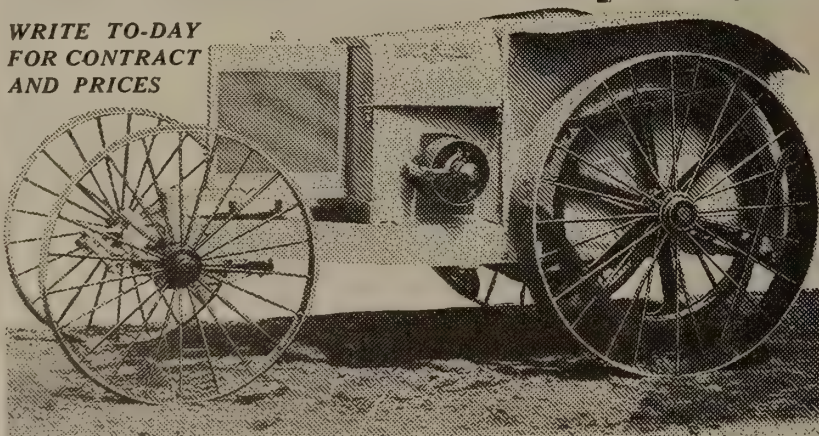
FOUR SIZES OF SEPARATOR

### THE MOODY ATTENDS THE FAIRS

Be sure to see the Moody line of Separators, Parrett Tractors and Victor Stationary and Portable Engines at the following Fairs:—Edmonton, Saskatoon, Brandon, Regina, North Battleford, Prince Albert. Call at our exhibit and ask for the special offer to Implement Dealers. You will be able to compare the Moody small threshing outfits with other so-called threshing outfits, and make your choice which you will represent. There is not enough men in the country this year to run the big custom outfits. Grain is valuable and must not be left in stook when winter comes. Sell your customers a Moody Separator. They can thresh when ready, and with a Parrett Tractor get their fall plowing done early. With a good crop the threshing bill will pay for your customer's Moody outfit. Write for the new Moody catalog, showing the four sizes of Moody Separators. Also secure full information regarding Parrett Tractors, and Victor Stationary and Portable Engines. It will pay you to handle our line.

### PARRETT TRACTORS, 12-25 HP.—3 Plow Capacity

WRITE TO-DAY  
FOR CONTRACT  
AND PRICES



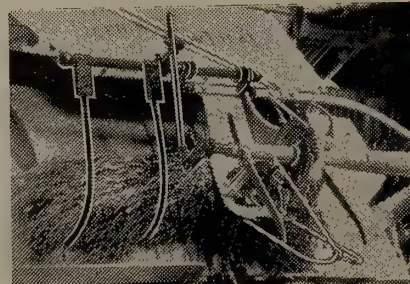
The New Home Machinery Co., Ltd. Saskatoon, Sask.  
Distributors for Saskatchewan

Francoeur Bros. - Camrose, Alta.  
Distributors for Alberta

Mitchell & McGregor, Ltd. - Brandon, Man.  
Distributors for Manitoba

## SELL THE Penner Grain Saver

Fits any binder and pays for itself during the first day's cutting. It saves the grain lost on account of threshing out, pulling and breaking of heads by the grain holders on binder. The "Penner" releases the sheaves and automatically regulates straw so that the bundle is firm.



### Agents Wanted all over Canadian West

Get the agency for this Grain Saver. It sells on sight and is a profit builder for the dealer. Low in price. Write at once. Address:

**ARMOUR METAL WORKS**  
1950 ARMOUR STREET - REGINA



**Manufacturers' Margin Set in Great Britain**

The British Minister of Munitions prohibits, from July 1, sale or delivery without permit of any agricultural or dairy implement not purchased directly from manufacturer. From July 1 no persons shall offer to sell any agricultural or dairy implement at price exceeding net cost by more than 17½ per cent where such net cost amounts to \$195 or upwards, or more than 25 per cent where such net cost amounts to less than \$195, provided that these limitations shall not apply to agricultural implements at price not exceeding \$101.85 and dairy implements not exceeding \$4.85.

**Chief Motors**

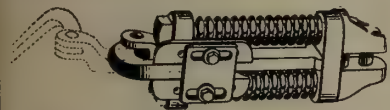
H. F. Erd, manager of the Chief Motor Co., Toronto, reports the company busy in their plant at Port Huron. They will later assemble their engines at Toronto, where a plant is being erected. The Chief is a heavy duty engine, adapted for tractor and truck use.

One idea is worth a dozen notions.

**Dealers: This is a Money-Maker for You!**

SELL THE

**POGUE Safety Hitch**



See it demonstrated at Brandon Fair

Acts as a shock absorber, as well as a safety hitch. With it your customers save time and wear and tear on their tractors and implements. Takes all jerk and sudden strain from both engine and plow, or any other implement. Nothing can break—the hitch is adjustable, so that it can be set to any desired load. When load gets too great, it unhitches automatically, preventing breakage. The strong steel castings and oil tempered springs take the load. Every part fully guaranteed. Ask for full particulars of this winner.

MADE IN THREE SIZES

Size	Price
1 to 3 Plows	\$15.00
3 to 6 Plows	20.00
6 to 12 Plows	25.00

Larger sizes made to order.

**AGENTS WANTED**

LIBERAL DISCOUNT TO DEALERS.

WRITE AT ONCE TO

**R. H. Pogue & Co.**

148 Princess Street

WINNIPEG - MANITOBA

*Distributors and Dealers for Manitoba, Saskatchewan, Alberta, and British Columbia, wire or write for territory.*



So simple, a child can drive it—so powerful that it always stands up to the work—that's the Port Huron 12-25 Tractor pictured here, and on which prompt deliveries can be guaranteed.

Read the specifications carefully—note that there's nothing skimmed or cheap—nothing experimental on the Port Huron. It's a real Tractor—not a toy. Write for full information to-day.

**EASY CONTROL**

Two main levers—the reverse lever and speed adjusting lever—give the operator complete control of the tractor. Six notches in quadrant provide for six speeds—forward or reverse.

Speed changed instantly—from low to high or high to low—while tractor is in motion. Friction drive avoids sudden jerks in starting, and prevents stripping of the gear teeth.

**DURABILITY**

The life of transmission gearing depends mainly upon three things; whether gear teeth are rough cast or machine cut; whether they are lubricated or run dry; whether they are protected from dust and grit or exposed. Lubricating exposed gears does almost, if not quite, as much harm as good, because the oil causes the grit to stick to the wearing surfaces and grind them out, whereas, if dry, the grit will fall off them.

With the exception of differential bevel gears and pinions on which the wear is slight, all transmission gears of the Port Huron Tractor are machine cut—all are enclosed in dustproof casings—and all run in a bath of oil. This means long life and low upkeep expense for Port Huron transmission gears.

**SPECIFICATIONS:**

TRADE RATING H.P.—12-25.

DRAW-BAR H.P.—12.

BELT H.P.—25.

FUEL—Kerosene or gasoline.

FUEL TANK CAPACITY—Kerosene, 25 gal.; gasoline, 5 gal.

MOTOR—Erd kerosene burning, 4-cylinder, 4-cycle, valve in head, 4-in. bore, 6-in. stroke, throttle governed, normal speed 900 r.p.m.

LUBRICATION—Double filtered splash with circulating pump.

IGNITION—Kingston magneto, high tension, with impulse starter.

COOLING—Perfex radiator with forced circulation.

CARBURETOR—Kingston single bowl.

AIR CLEANER—Bennett.

TRACTION SPEEDS—Variable 1½ to 4 miles per hour, ahead or reverse.

BELT SPEEDS—Variable 2,380 to 3,900 feet per minute, over or under.

TRANSMISSION—Spur gear with variable reversible friction drive.

GEARING—Made of semi-steel and cast steel; machine cut teeth, enclosed in dustproof casings and run in oil.

BEARINGS—Babbitt and S.K.F. self-aligning ball.

STEERING MECHANISM—Screw and nut type.

TURNING RADIUS—6 ft. inside of inner wheels.

FRAME—Made of steel channels, spring mounted in front axle.

BELT PULLEY—14 in. diameter, 8-in. face, 650 to 1,065 r.p.m.

PLOWING CAPACITY—Recommended for three 14-inch plows.

WHEEL TREAD—Front, 52 in.; rear, 56 in.

FRONT WHEELS—34 in. diam., 6 in. face.

REAR WHEELS—56 in. diam., 10 in. face.

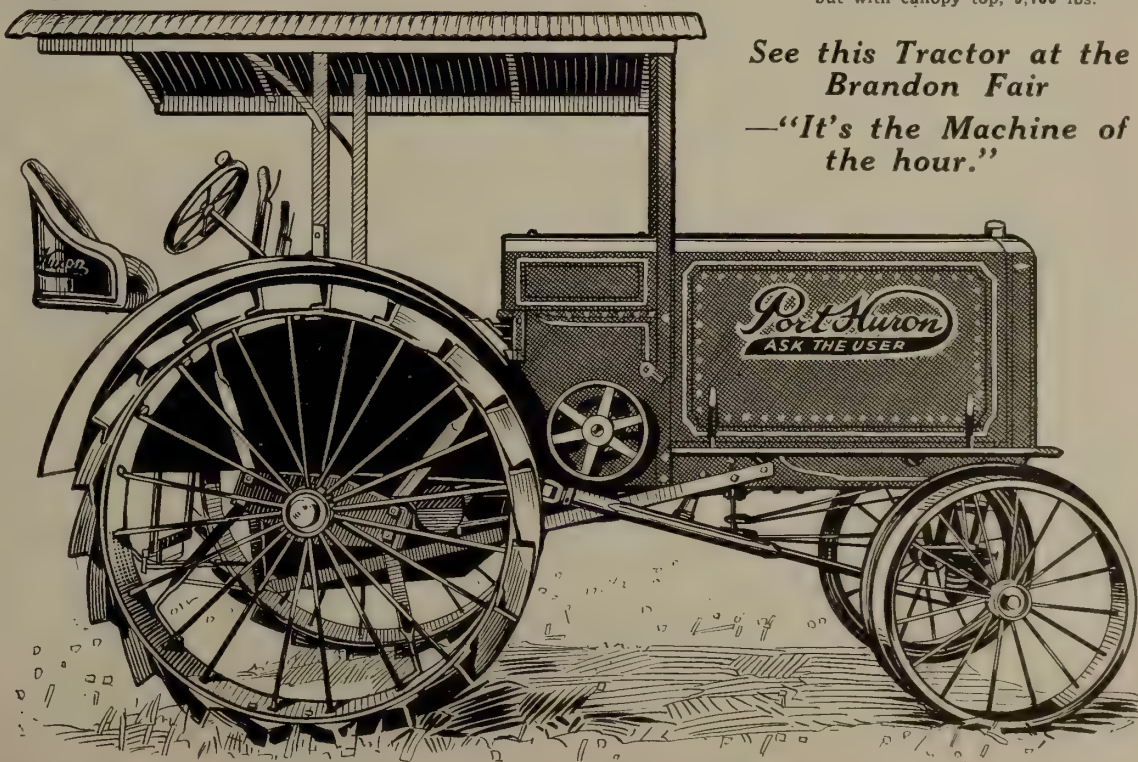
TOTAL LENGTH—13 ft.

TOTAL WIDTH—6 ft. 3 in.

TOTAL HEIGHT, including canopy top, 8 ft. 9 in.

WHEEL BASE—7 ft. 9 in.

WEIGHT—Without fuel and wheel lugs, but with canopy top, 5,700 lbs.



Showing pulley side of Port Huron Farm Tractor

See this Tractor at the Brandon Fair

—“It's the Machine of the hour.”

**Port Huron Engine and Thresher Co., Port Huron, Michigan**

Established 1851. Plant covers 20 acres of buildings

WESTERN CANADIAN DISTRIBUTORS:

**GENERAL UTILITIES COMPANY, 103 INDUSTRIAL BUREAU, WINNIPEG**



### The Massey-Harris Tractor

Always abreast of the times, the Massey-Harris Co., Toronto, have developed a tractor, which implement dealers throughout the Canadian West will have an opportunity of seeing in operation, with Massey-Harris tractor plows, at the Brandon light tractor plowing demonstration.

The Massey-Harris tractor is a strongly built machine, developing 25 h.p. at the belt and as a plowing engine it has, says the manufacturers, ample power to handle a three-bottom plow under ordinary conditions. This tractor has great flexibility and turns in small space. It is self steering and so simple to operate that a boy or woman can control it with ease. The company draw attention to the following constructional features in the Massey-Harris tractor:—

It has an underslung frame, which gives a very low center of gravity. The flexible front axle connection avoids strain to the mechanism on uneven ground. Although the front wheels are of large diameter the tractor turns in small radius. Transmission is through spur gears exclusively, with the belt drive direct to pulley without gears. As is the case with all Massey-Harris machines, the material and workmanship in this tractor are excellent. The frame is especially strong, having 7-inch channel side sills, heavy steel cross angles, a steel deck and several braces and brackets. Among the specifications the company draw attention to the following features:

"A 4-cylinder, 4-cycle engine, with cylinders  $4\frac{1}{4} \times 5\frac{1}{2}$  in., developing 25 h.p. at 900 r.p.m. furnishes the power. The crank shaft and connecting rods are drop-forged from high carbon, open hearth steel, heat-treated,

with the bearings accurately ground. The cam shaft is integral, is case hardened and carefully ground to exact size and shape.

"The bearings for crank shaft are of special bronze shell with babbitt lining, and are bolted to the upper part of the crank case, making it an easy matter to remove the bottom part of the crank case without disturbing any other part. The oiling system has a plunger pump which delivers the oil to pockets above the main bearings, from which it flows to the bearings, and the splash system does the rest in a very effective manner. An indicator shows the height of oil in the crank case and enables the operator to be sure the oil is circulating. The ignition is by high-tension magneto with impulse starter.

"The engine in the Massey-Harris tractor operates on either gasoline or kerosene, being provided with a simple but effective heating device and water inlet for use when burning kerosene. The air cleaner prevents dust and sand from being drawn into the carburetor."

A centrifugal pump and large capacity radiator supply the cooling system, while a ball-type governor controls the throttle. The three plate clutch and direct spur gear transmission deliver power to the drivers with minimum loss. All gears and pinions are drop forged cut and hardened. The draft-bar is in center of frame, eliminating all side draft. When plowing the two right-hand wheels run in the furrow and the tractor is self steering.

The Massey-Harris has a forward speed on low of 2 3-8 miles per hour and on high of 4 miles per hour. On the reverse it travels at 1.8 miles per hour. The total weight of the tractor is 5,200 lbs.

Massey-Harris power lift tractor or plows are light draft, and states the company, have a very high lift, which is appreciated in trashy ground and weed stubble. The hitch has a wide range of adjustment, both vertical and lateral, and being stiff permits backing. The third bottom can be detached to convert a three-furrow into a two-furrow plow, or vice versa.

With its many branches throughout the Canadian West, and its well-known record for prompt service, dealers handling Massey-Harris tractors and tractor plows are assured prompt delivery and the best of service. A complete stock of repair parts at convenient points will always be available for dealers throughout Western Canada.

### Tractor Company Appoint Officers

An organization meeting of the Gray Tractor Company of Canada, Ltd., was held on the 21st June at the offices of the company, 307-9 Electric Railway Chambers, Winnipeg. The following gentlemen were elected officers of the organization:—

President, J. W. Gray, Minneapolis.

Vice-President, V. S. Kidd, Minneapolis.

Secretary-Treasurer, A. Prugh, Winnipeg.

Directors, E. R. Chapman and David Crawford, both of Winnipeg.

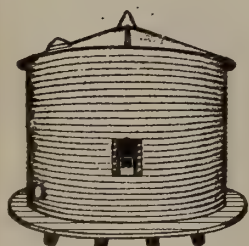
The company is capitalized at one million dollars, of which the present share issue amounts to \$250,000. The Gray Tractor Co. of Canada have purchased the entire Canadian manufacturing rights, patents, etc., of the Gray tractor. The capitalization allows for future development and the organization state that the intention is, as business develops, to later manufacture or assemble the Gray tractor in Winnipeg. To

back them up, they have the expert experience of the Gray Tractor Co., Minneapolis, the parent concern, and this should be of great value from a manufacturing standpoint.

At present the company are distributing Gray tractors in Western Canadian territory, M. D. Peever, 8th Ave. W. Calgary, acting as Alberta distributor. A provincial distributor will be located in Saskatchewan, and branch house and repair stocks installed. At present the company carry repair stocks at Winnipeg and Calgary, so that prompt service will be assured dealers who handle this machine.

The Gray tractor factory at Minneapolis is working at full pressure, and Mr. Gray states that production is now such that the Western Canadian demand for the Gray tractor can be met however heavy it may be. The Gray tractor will take part in the light tractor plowing demonstration at Brandon, where dealers will be afforded an opportunity of seeing "the tractor with the wide drive drum" at work. Built throughout of the highest grade materials, this machine has an enviable record for few repair requirements and low operating cost. It develops 18-36 h.p. and is equipped with Hyatt heavy duty roller bearings. The very large traction surface of the drum crushes weeds and waste in front of the plows, and by the drum design the frame becomes the drawbar and the power is delivered in a straight line from the rear axle, states the manufacturers. Side arms to which implements can be attached are an exclusive future in this tractor, full particulars regarding which may be had from the Gray Tractor Co. of Canada at the above address.

It is no fault of the purse if it's empty.



### SATISFACTORY SERVICE AND PROFIT

ARE TWO THINGS REPRESENTED IN

**MAX PORTABLE CORRUGATED GRANARIES**

Your customers will appreciate that a satisfactory service of 12 years in Western Canada is a guarantee of experience that insures a good investment and you will find the sales easier to make on this account.

Get into touch to-day with this money making proposition. Full information on request.

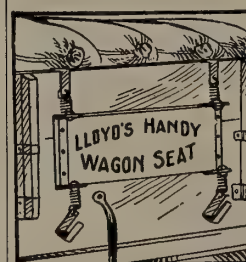
**Winnipeg Ceiling and Roofing Co., Limited**

Manufacturers of Sheet Metal Building Goods and Farm Specialties

P.O. Box 3006 F.I. 318

Winnipeg, Man.

### "Quick Turn-over and Good Profits"



The Wagon Loaded

Make the longest ride a pleasure. Fit any wagon or sleigh box. Comfortable, convenient; give protection from the wind and complete control of the team. Carry 600 lbs. with ease. Order a stock NOW, and watch them sell. Supply the Lloyds with your wagon orders. Every farmer is a prospect. Write at once for special offer to dealers.

**WAWANESA WAGON SEAT COMPANY**  
WAWANESA, MANITOBA.

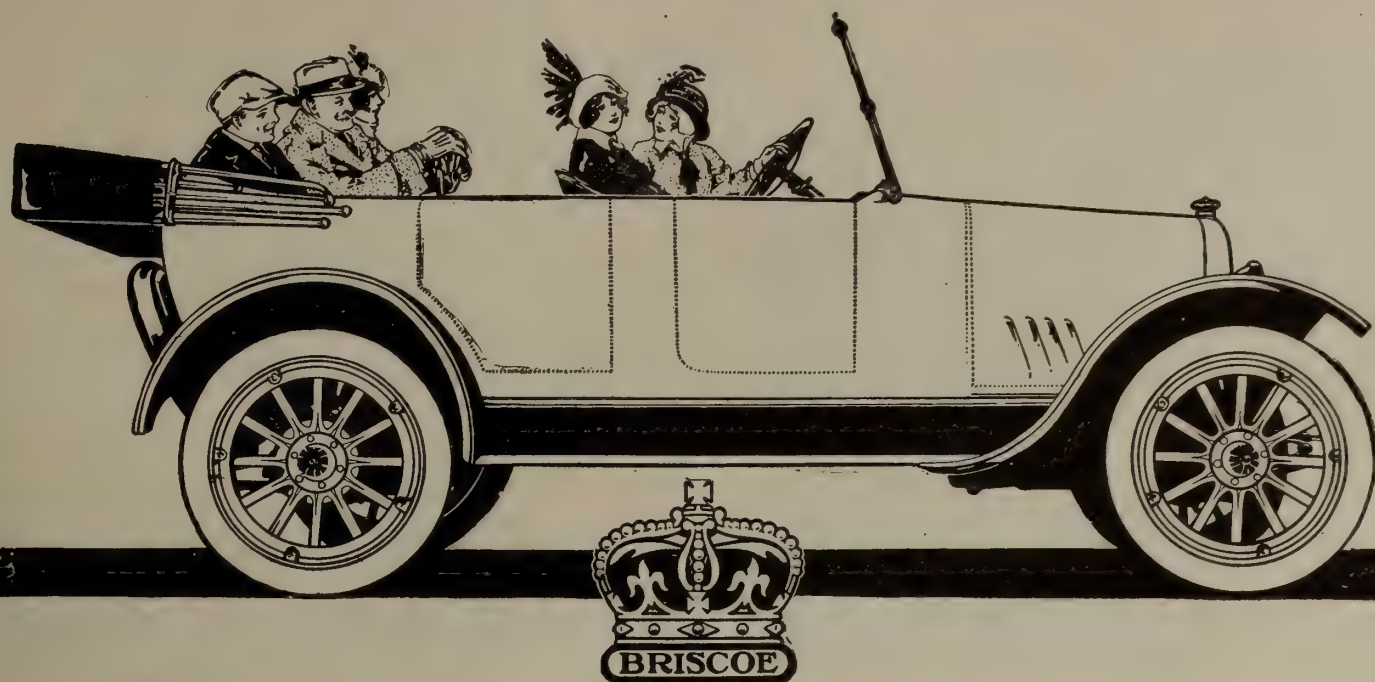
That's the experience of Dealers who sell

**LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS**



Going Home





# The Briscoe Dealer Proposition is one of Golden Opportunity

**H**ERE is a car at a most attractive price which travels fast, climbs hills and covers lots of ground—all without undue upkeep expense.

Look over the Briscoe thoroughly and challenge its performance before deciding what car you should buy for yourself. Then you will decide that the Briscoe is worthy of your representation.

Observe Briscoe roominess, comfort qualities, fine finish, and smart appearance.

Above all, note the famous more-miles-to-the-gallon motor—an exclusive Briscoe feature assuring 25 to 30 miles per gallon.

Its price, \$1,095, is less than that of any car of equal sturdiness and good looks.

The prestige brought by Briscoe success has attracted leading dealers throughout Canada to the Briscoe Standard.

This low-price car with high-price features is easy to sell; its trade-building possibilities are apparent to all who investigate it.

*If Your Territory is Open, Write Us Without Delay*

## SEE BRISCOE CARS AT THE FAIRS

Be sure to visit our Exhibit during the Fairs at Edmonton, Saskatoon, Brandon and Regina. We will have on display the latest Models of BRISCOE 4-Cylinder Touring Cars and Roadsters.

We carry a full line of repairs and have Service Stations at Winnipeg, Regina, Saskatoon, Edmonton, Camrose, Calgary and Medicine Hat.

### Western Canadian Distributors

**ELGIN MOTOR SALES CO.**  
Winnipeg, Man.

**AUTO SERVICE COMPANY**  
Regina and Saskatoon, Sask.

**JAS. F. STONE MOTOR CO.**  
Calgary, Alta.

**COOK & FORSTER**  
Edmonton and Camrose, Alta.

**NORRIE & FAUCETT**  
Medicine Hat, Alta.

**INTERNATIONAL MOTORS Ltd.**  
Vancouver, B.C.

## THE CANADIAN BRISCOE MOTOR COMPANY, Limited.

Factory: Brockville, Ont.

Head Office: Toronto, Ont.

Western Office: 156 Princess Street, Winnipeg, Manitoba



### A Novel Summer Dwelling

"Donalda" sectional houses are a purely Canadian production and are fully covered by patent rights. Their value to dealers as a profitable additional line to sell is found in the great variety of uses to which these houses can be put; their compactness when crated, their strength and durability. This is a unique and attractive house for outdoor living and provides the maximum of comfort and rest to all who own one. The house is unique in so far that there is no other house on the market to approach it in similarity of design, nor in the numerous, valuable, and well-conceived features that go to solve, as this house has done, the problem of comfort and security in outdoor living. The ventilation has been arranged so that all the opening awnings and gable transoms are opened and closed from within. All the openings are covered with screen wire, thus the occupants are free

from the annoyance of mosquitos and flies. The flooring is tongued or grooved, fits tight, and rests on joists two feet apart. The main feature of this floor, which is under separate patent, is that



The Sectional House as a Summer Camp

no nails are used in the laying. The centre, or keyboard, is inserted last, and passes through a slot formed in the lower side rail, and thus binds the whole together within the frame formed by the lower rails of the four walls. No tools are required to erect the "Donalda."

Space does not permit one to sufficiently describe the many important points which these highly useful houses possess. The ease with which they are erected, taken down and moved from place to place makes them ideal for camping purposes. As additional accommodation to the home there is nothing better. As a health home for those who require to live in the open, the Provincial Board of Health for Manitoba endorses the "Donalda." Municipalities everywhere will find these houses ideal for temporary hospital accommodation. As accommodation for teachers in rural school districts there is nothing more suitable or acceptable. On the homestead or city lawn, by mountain, forest or stream, no matter where one may be, the highest degree of pleasure will be found contained in the possession of a "Donalda" sectional house.

For catalogue and further information as to the various sizes made, dealers are advised to write the manufacturers and selling agents, Messrs. Finnie and Murray, Winnipeg.

### Handling Atlas Tractors

The Western Tractor Sales Co., Calgary, are handling the Atlas Jr. 16-26 h.p. tractor, manufactured by the Lyons-Atlas Co., Indianapolis, Ind. This is a three plow tractor with 2 drive wheels and 1 caster wheel in front. Its operating weight is 5,200 lbs. Engine is Waukesha, with Dixie magneto and Kingston carburetor. Hyatt roller bearings are embodied in the design. The machine has 2 drivers, 66 inches in height, with a final drive of spur pinions and bull gears. Wheel base is 86 inches. The Atlas is recommended for a 28-inch separator.

### A Valuable Publication

We lately received a copy of the 1918 Co-operative Tractor Catalog, as issued by the Implement and Tractor Trade Journal, of Kansas City. This book gives full particulars and specifications of all the tractors now being manufactured in the United States. It contains a great deal of valuable information on gas engines and power farming machinery generally, and should be for the implement dealer a very useful publication for reference purposes.

### The Cushman Tractor Separator

In answer to the demand for small separators for light tractor use, the Cushman Motor Works of Canada have produced a new 24 x 46 separator. This machine is equipped with hand feed and windstacker, or with full equipment of feeder and windstacker. It is designed especially for the man who has a 10-20 or 12-24 tractor, and has remarkable capacity. The framework is strong and substantial, and the concaves are finely spaced and in proper relation to cylinder teeth. The revolving deck design in the Lincoln separators made by the Cushman company are very effective in separating the grain from the straw. A crank placed near the center of the machine revolves at over 300 revolutions per minute. At each revolution the decks strike the straw from below, and at the same time carry it evenly to the rear end of the machine.

### Straight Line Tractors

The Hamilton Gear Co., Van Horne St., Toronto, are building a new tractor which is known as the Straight Line. This machine has been tried out and has proved successful. They intend to open a branch house in Regina, to take care of Western Canadian business.



HEAD OFFICE

SPECIAL PRICES TO  
RED CROSS SOCIETIES

BEST PRICES PAID FOR

### SCRAP IRON, RAGS, ETC.

The oldest and largest SCRAP IRON AND METAL DEALERS in Western Canada. Wanted at once any quantity of mixed country Scrap Iron, Rubbers, Rags and Metals. Carload Lots our Specialty. We have been giving our customers satisfaction since 1884. We guarantee to please you. Scrap iron is now bringing good prices—sell while the market is high. Correspondence solicited. Write to-day for our latest price list.

ESTABLISHED 1884

THE **B. Shragge.**  
IRON & METAL CO. LTD.  
WINNIPEG, MAN.

### BE SURE TO VISIT CONWAY'S DURING REGINA EXHIBITION

JULY 29th to AUGUST 3rd.

Conway offers you superior quality goods at prices that ensure you good profits. Our lines are quick sellers and you get prompt service. A full stock carried at Regina.



### Dealers:

Look over our lines when in the city. They offer you bigger business and bigger profits. Write at once for Price List and Dealer's Offer.

We offer goods with a Dominion-wide reputation for in-built value. Your customers know them—they sell that more easily. Conway Line Buggies; Munro & McIntosh Buggies; Heney Harness and Blankets; Woodstock Wagons and Sleighs; "Viking" Cream Separators; "Round Oak" Stoves and Furnaces; Ford Commercial Bodies.

HANDLED IN SASKATCHEWAN EXCLUSIVELY BY  
**BERT CONWAY** CORNER ALBERT AND SOUTH RAILWAY STS. **REGINA, SASK.**



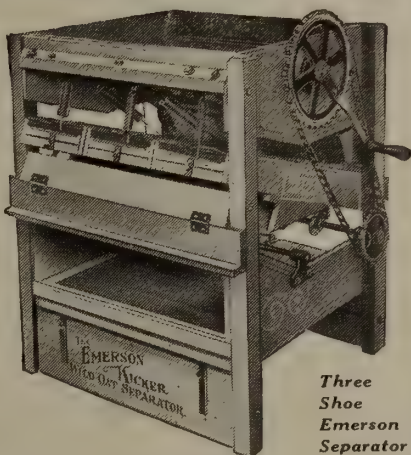
CONWAY  
BUGGIES  
WOODSTOCK  
WAGONS  
HENEY  
HARNESS



## Emerson Mills for Fall Trade

**Don't delay! Secure the Agency Now and Meet the Demand**

Here we show the Three Shoe Separator. Capacity, 22 to 30 bushels per hour. Emerson Mills are the only machines made that will take the last kernel of Wild Oats out of wheat.



Three Shoe Emerson Separator

**LARGE STOCK ON HAND**

*Three Sizes to Suit Your Trade*

- No. 1. Elevator Wheat Tester or "Kicker"
- No. 2. Hand Separator; Capacity 22-30 Bus. per hour
- No. 3. Power Separator; Capacity 30-50 Bus. per hour

Emerson Mills are strong and substantial in construction. Easily operated. The riddles or screens can be readily removed for changing from one grain to another. Full equipment supplied with every mill sold. Every Emerson sold will sell three more. Sold under an absolute guarantee to remove every kernel of wild oats and save every kernel of seed wheat. These mills are now sold only through the retail trade. Don't have them as a competitor. Get the Emerson Agency—the mills will do the rest. Every farmer is a prospect for the Emerson Mill.

**See how Emerson Mills do the work. On exhibit at Saskatoon, Brandon and Regina Fairs**

**SECURE THE CONTRACT NOW. WRITE FOR PRICES**

**EMERSON MANUFACTURING CO., LTD.**

1425 WHYTE AVENUE

WINNIPEG, MAN.

## Tell Your Customers About Shinn-Flat

Secure the agency for this modern, scientific Lightning Conductor, endorsed by the world's electrical authorities. Ask us for the solid advertisement shown below, and run same in your local paper. You'll find that big business will result. We are co-operating with you by a big farm paper advertising campaign.



# Shinn-Flat

**Protects Property and People from Lightning**

Lightning strikes many times in this district every year. You know your property and your family are not safe without protection.

To say nothing about the safety of yourself and your family, your buildings, stock and feed are worth too much money these times to take any chances.

Shinn-Flat is the only Lightning Conductor woven in the form of a flat cable—the form that the electrical authorities of the world admit to be the safest—even the U. S. Weather Bureau.

It is covered by a Cash Bond, issued direct to you by a large Bonding Company, that Lightning will not strike the building on which it is placed.

The expense is slight—the protection complete. Call and get a Book on Lightning and read it over at home. Remember

**Lightning CAN'T STRIKE If Shinn Gets There First**

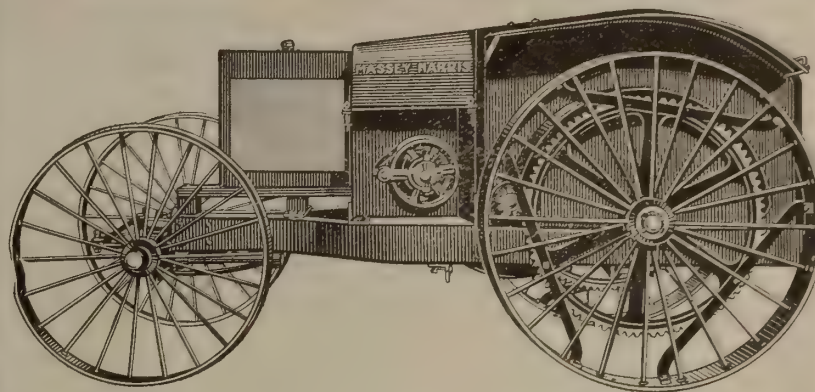
For 25 years the Shinn system of Lightning Conductors has proven to give absolute protection. Reasonable in cost. If you want to increase your business, you should write us for agency, literature and selling helps.

**Cushman Motor Works of Canada, Limited**

Builders of Light Weight, High Grade, Gasoline Engines for Farm Power Work  
DEPT. E., WHYTE AVE. AND VINE ST., WINNIPEG, MAN.

EXCLUSIVE SELLING AGENTS FOR

Combination Threshing Outfits—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washers—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Hoiland Wild Oat Separators—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties.



## Meet Us at Brandon

**July 23, 24 and 25**

**WE** want to introduce you to our new 12-25 Tractor and our Improved Power Lift Tractor Plow.

You will have an opportunity of seeing them in operation at the Tractor Demonstration, and we shall hope to have the pleasure of showing you their possibilities.

Some of the features deserving of especial mention in the Massey-Harris Tractor are: an Underslung Frame which gives a low centre of gravity; the Flexible Front Axle Connection to avoid strains on uneven ground; Short Turning Radius, although the Front Wheels are of large diameter; Transmission through Spur Gears exclusively; Belt Drive from Pulley without Gears; Easy Control; Ready Access to all Parts.

Massey-Harris Tractor Plows are easily controlled by the Tractioneer, the Levers are within easy reach, and, once set at the desired depth, a pull of the rope raises or lowers the Bottoms. Choice of Stubble or Breaker Bottoms which are interchangeable.

## Massey-Harris Co. Limited

Head Offices: TORONTO

Branches at MONTREAL, MONCTON, WINNIPEG





### U.S. Government Controls Steel Production

The U.S. Government demands for an indefinite period delivery of 100 per cent of the pig iron and finished steel production of the entire country. On top of this the representatives of the steel interests have pledged delivery of their entire maximum capacity to government work. Signed pledges to this effect have been given, so that the government will have every ton of steel and iron it requires to carry on the war. Every pig iron manufacturer in the country has a blank form which must be filled in monthly reporting just how much pig iron has been produced, where and to whom it has been sold, whether the purchaser is engaged in war work, etc. This means that foundries not engaged upon the production of hand grenades, truck and airplane castings, and the hundreds of like articles of war material, cannot get a pound of pig iron until they turn to the production of such materials, according to a report. It also means steel works which buy their pig iron in the open market no longer can do so unless they are working upon the production of war steel.

This gives the U.S. Government complete direction of the entire iron and steel trade. No iron or steel consumer, including farm machinery manufacturers, can buy from mills or furnaces any kind of raw materials without holding a priority order. This government order must accompany the material order to the mill or foundry.

The question is debated as to how long will the government control the steel output. Some figures in this connection show little hope of any immediate release of material for other industries.

The steel works of the United States in April produced about 3,300,000 tons of ingots, which is at the production rate of 39,600,000 tons a year, roughly 40,000,000 tons of ingots annually. At the usual ratio of finished steel production from these raw steel ingots, the mills in April produced enough steel if projected through twelve months to result in the output of about 32,000,000 tons of finished steel, or rolled products of all forms. To-day the government has placed enough orders with mills to cover 20,000,000 tons of rolled steel, including wire, plates for ships, ordnance, etc. Therefore, present government orders will require the entire output of the mills of the country for the next



**CANADIAN FARM IMPLEMENTS**

THE OFFICIAL ORGAN OF THE  
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION  
AND  
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

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A MONTHLY NEWSPAPER  
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF  
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

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Established in 1904 and Published Monthly by  
**Canadian Farm Implements, Limited**  
STOVEL BUILDING WINNIPEG, CANADA

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**SUBSCRIPTIONS**  
\$1.00 per year in Canada: Foreign \$1.25 per year Single Copies, Ten Cents

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RATES MADE KNOWN ON APPLICATION  
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

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**CORRESPONDENCE**  
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

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Member Western Canada Press Association  
Entered in the Winnipeg Post Office as second class matter.

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WINNIPEG, CANADA, JULY, 1918

seven or eight months, running at capacity.

The makers of tractors, harvesting machinery and all lines of farm equipment have no knowledge of where they will obtain supplies of raw material. They are, however, moving to secure from the government a blanket preference order whereby they may secure from mills all the forms of steel which they need for the manufacture of implements. But, say the steel makers, if the implement men get such an order, then why not the tractor builders, the truck makers and so on? Therefore, it is the opinion of leading steel trade authorities that such an order will not be issued, but each implement maker may get an order for such steels as he can specifically call to the attention of the government and get placed upon the preference list for the time being. That this will be difficult is obvious.

#### Tractor Repairs

So far any data on the expense of keeping a tractor in repair are of necessity very general, owing to the fact that the amount of repairs required depends upon many factors, such as type of work, care of the outfit, etc. The ability of the operator is no small item in the repair upkeep of the machine. Since most tractors are kept in repair by the makers during the first year's service, except for breakages due to the

user, it is not until the second year that the owner can estimate his full repair expense.

In a record taken in Illinois of one hundred tractor owners who had used their outfits one season or less, fifty-three reported that they had spent nothing for repairs. The repair bills kept by the remaining forty-seven varied from a few cents to one hundred dollars and over.

Few tractors run through their second season without repair charges, depending, of course, to a considerable extent upon the size, cost and mechanical perfection of the machine. The figures so far available indicate that the repairs on the two plow outfits are slightly higher in proportion to first cost than those for three and four-plow machines. The average repairs for tractor owners the first year of use will approximate 1½ per cent of the first cost of the tractor. In the second year they double that figure.

The average percentage of the first cost of farm machinery in general which is expended annually for repairs is slightly over 4 per cent, and it is improbable that the annual repairs required by a tractor during its life would fall below this figure. This would mean a total expenditure for repairs, during the eight years reported by operators as the tractor's life, equal to 32 per cent of its first cost.

### Using a Sample Tractor

When the tractor first appeared on the market, its size and price were such that the dealer could not use it as a sample machine on his floor. Probably ninety per cent of early tractor sales were cultivated on paper—through catalogs and literature, the final closure usually being on the sample floor of the large wholesale house, where the dealer brought his prospect. With the coming of the medium priced tractor, and an increasing variety of models, the machines are of such price that the dealer can profitably use a sample machine.

The dealer can sell far more easily from a sample than from a ton of literature. He can use the machine to counteract the effect of the obstinate farmer who deprecates the value of tractor power—a thing that was impossible when he sold from a catalog. In many cases the dealer can take the farmer out to his own place, put the machine to work on his own land—and such an argument is a hard one to answer. Much of the foolish prejudice against the tractor is due to ignorance. In the sample tractor the dealer has a potent vehicle for education to break down the prejudicial barriers.

### U.S. Government Arranges for Large Sisal Shipments

The U.S. Food Administration at Washington has arranged with the Comision Reguladora, the concern which controls the sisal fibre output of Yucatan, for the purchase by twine manufacturers in the United States of 500,000 bales of Mexican Sisal Fibre at an average price of 16 cents per pound, Gulf ports for delivery by January 1, 1919, at the rate of approximately 70,000 to 85,000 bales per month. For 100,000 bales a price of 16.80 cents per pound Gulf ports is to be paid, and for 400,000 bales the price is 15.80 cents. These prices are on a basis of a freight rate of 85 cents per 100 pounds on the Fibre from Progreso, Yucatan, to Gulf ports, United States. The Food Administration will, it is understood, announce the transaction in a circular to be sent to all manufacturers using sisal fibre. The prices given are approximately 3 cents per pound lower than the price paid by manufacturers for fibre for their 1917 output.

The arrangement for the purchase of 500,000 bales of fibre at 16 cents indicates cheaper twine for the 1919 harvest. How much lower next year's price will be



will depend on the price to be paid for the remainder of the fibre required. The amount named is less than the United States needs for twine. Manufacturers in that country have been using in recent years approximately 800,000 bales, but this is being cut down by the use of substitute fibres.

It is reported that because of the exorbitant price exacted by the sisal monopoly, the amount of sisal used in the United States this season will be less than in former years. Stocks in Yucatan are heavy, and the demand in the United States decreasing, which is possibly the reason why the U.S. Food Administration secured the quotations shown. The pre-war price for Mexican sisal averaged 7 cents per pound. It increased to 10 cents in 1916, 16½ in March, 1917, and last August reached the enormous price of 19¼ cents, delivered New York. Possibly the Comision Reguladora are realizing that more reasonable prices will be to their benefit.

#### Terms in the Thresher Business

The recent report of the Terms Committee of the Tractor and Thresher Department of the U.S. Implement and Vehicle Association recommends a very radical shortening of terms in connection with threshing machine sales. It was pointed out that remarkable progress has been made on this score by the manufacturers during the past two years, the average for cash sales and payments with each calendar year in 1916 and 1917 averaging over 60 per cent of the total sale. However favorable the progress in shortening terms has been, the manufacturers are determined more than ever to eliminate the long-time features of the business that still in part exist. It is proposed to return to the banker the function of providing loans for those needing them in purchasing this class of machinery.

#### Price Investigation of Farm Machinery in U.S.

During the last week in June the United States Government commenced a thorough investigation of the wholesale and retail prices of farm equipment in that country, considering the prices which have been in vogue since the commencement of the war in 1914. Every implement manufacturer and wholesaler and a very large number of retail dealers will be asked to contribute data to aid in this investigation.

These price reports will be checked up by means of first-hand information from farmers

covering their actual purchases of farm machinery. The Department of Agriculture and the Federal Trade Commission will co-operate in conducting this investigation. The inquiries that are to be made by questionnaire will ask each party giving evidence what he paid for farm equipment, if a farmer, and what were his selling prices, if a manufacturer, wholesaler, or dealer. Classes of implements and equipment in each year from 1914 to 1918 will come under the searchlight. The witnesses will be asked to show the price range during the past four years of a specific list of machines and also of any other machines which command a large sale in their individual territory.

#### The Engine as a Labor-Saver

Enormous as is the demand this year for farm implements and farm power units of every description, the far-sighted dealer will overlook no opportunity to aid in the still greater application of mechanical power to food production.

Among the agencies that will make possible the raising of sufficient food to win the war, the internal combustion engine holds a pre-eminent place.

You can help the farmer do his bit by fostering the widest possible use of stationary and portable engines in agriculture—for running milking machines, feed mills, pump jacks, wood sawing outfits, electric light plants, feed cutters, washing machines, cream separators, irrigation systems, concrete mixers, wherever, in fact, machinery will speed up the work of the farmer or lighten the burdens of the farmer's wife.

#### Meeting Mail Competition

The machine mail order house must make its catalog and its advertising appeal to many fields. This prevents making it fit any one field perfectly. You know the field in which you are located and you can make your advertising and your selling talks and your floor displays fit that field.

Wasteful buying and costly selling methods and too much expensive service make it hard to meet this kind of competition on an even price basis. You can no doubt satisfy your customers with less expense than is involved in some of your operations. Of course it is important that your customers be satisfied and it is better to endure some large expenses if they are necessary in holding your trade, but waste is due to unnecessary, not to necessary expenses.



THE LATE ROBERT F. HAY  
Vice-Pres. Happy Farmer Co.

Robert F. Hay, pioneer implement man, and vice-president of the Happy Farmer Company, Winnipeg, died on July 3 at his residence in the Elsmore Apartments, Winnipeg. He was 62 years old, and was a well-known figure in the farm machinery trade.

The late Mr. Hay was born in Bruce County, Ont., in 1856, and came West in 1882, locating in the Virden district, where for many years he was local agent for the Massey-Harris Co. Later he was transferred to Carberry, representing the Massey-Harris interests there until 1899. In that year Mr. Hay came to Winnipeg, and in 1903, along with J. A. Thompson, now president of the Happy Farmer Co., he organized the Moose Mountain Lumber and Hardware Co., a concern with a number of branch stores and yards at various points in Saskatchewan. Mr. Hay was president of this concern until the time of his death. Along with Mr. Thompson, following a reorganization of the Happy Farmer Co., in the end of 1917, the late gentleman took an active part in the distribution of Happy Farmer tractors. He was at his desk until within a couple of weeks of his death, which was due to heart trouble, aggravated by pneumonia.

Deceased is survived by one daughter, two brothers and one sister. The funeral, on July 5, was largely attended by prominent business men and representatives of the trade. The late Mr. Hay was of a retiring disposition, quiet and unassuming, but his kindly disposition and pleasant personality will be missed by a wide circle of friends and business acquaintances.

#### Personal

Geo. Fairman is a new dealer at Sinaluta.

Brown & Shore are new automobile dealers at Cupar.

The Auto Machine Works, Winnipeg, has changed hands.

J. Geddes is busy in a new implement warehouse at Grenfell.

D. Sutherland, a dealer at Wolseley, has sold out to W. Elliott.

H. D. Post is carrying on an automobile business at Moosomin.

Frank W. Wilson has opened an automobile business at Lomond.

The Weldon Auto Co. is a new concern in the village of that name.

Motor Sales Co., Calgary, recently suffered considerable loss by fire.

W. J. Robertson is now carrying on a harness business at Ceylon.

The Taber Motor Co. is a new automobile and machine concern at Taber.

C. R. Wallace, a dealer at Austin, has sold out to R. & L. J. Wallace.

The Broadway Garage is a new concern handling automobiles at Broadview.

Nicholls & Percy have commenced an automobile business at Qu'Appelle.

Hartman & Halstead are now proprietors of an implement business at Camrose.

Herbert & Leighton have commenced a garage and automobile business at Eston.

J. M. Hogan has sold out his implement business at Benson to R. S. Hainstock.

The Buchanan-Gardner Motor Co. is a newly incorporated concern at Saskatoon.

R. Armstrong has opened a well-stocked implement warehouse at Whitewood.

F. A. Hodge has sold out his automobile business at Carman-gay to H. A. McMillan.

C. J. Brittain, manager of the Canadian Fairbanks-Morse Co., recently visited Saskatoon.

G. J. Burroughs, Chaplin, has sold out his automobile business to Columbine & Linderbeck.

The Gray Tractor Co. of Canada was incorporated at Winnipeg during the month of June.

Manitoba Engines, Ltd., Brandon, have been granted authority to reduce their capital stock by \$200,000.

Frank Nilan, sales manager of the Northern Implement Co., was a recent business visitor to Re-



gina, Saskatoon and Prince Albert.

The Melville Motor Co. is a new automobile concern recently organized in the town of that name.

The Western Canada Agency, Lethbridge, has been changed to the Western Canada Hardware Co., Ltd.

The Shaunavon Auto Co., Shaunavon, recently suffered fire loss in a fire that swept part of that town.

During a terrific windstorm, June 25, the Massey-Harris building at Carroll, Man., was badly damaged.

The Prest-O-Lite Co., Toronto, are busy at present turning out storage batteries and acetylene generators.

Ben Roll has taken over the implement business at Admiral, formerly carried on by Peter Grabinsky.

A. F. Henson, the dealer at Fiske, has sold out his implement and automobile business to H. Beeman.

M. G. MacDougall, representative at Calgary for D. Ackland & Son, was a recent business visitor to Winnipeg.

J. Houghton, manager of Farm Machinery Manufacturers, Saskatoon, was a recent business visitor to Winnipeg.

George W. Erb, manager of the Watrous Engine Co., Winnipeg, recently spent a few weeks in Brantford, Ont.

The Morgan & Jones Co. is a new concern at Dinsmore, where they are handling hardware and implement lines.

Standard Machinists, Ltd., is the name of a new concern incorporated at Unity. Capital is given as \$20,000.

A permit has been issued at Regina for the Garden City Feeder Co. to erect a warehouse valued at \$10,000.

The Hero Fanning Mill Co., Winnipeg, has been granted an extension, following a recent meeting of creditors.

J. L. McDougall, the implement dealer at Kipling, has sold out his garage and automobile interests to Arklie & Mills.

W. Simpson is now carrying on a new implement warehouse at Crystal City. We wish him luck in his new location.

The Govan Motor & Machine Co., Govan, have been granted

authority to increase their capital stock from \$20,000 to \$50,000.

Leboldus & Huck, the popular implement firm at Vibank, have added a garage and automobile lines to their implement business.

Notice is given that all claims against the Pioneer Tractor Co., Calgary, should be filed with the Trust & Guarantee Co., in that city.

Coulter Bros., implement dealers at Dominion City, have sold out their business at that point in Southern Manitoba to Mayne Bros.

J. Grierson, sales manager of the Cockshutt Plow Co., Winnipeg branch, recently paid a visit to Brandon and other Western Manitoba points.

G. L. Morrow, hardware and implement dealer at Edgerton, has taken a partner into the business. The name of the firm now is Morrow & Clendenan.

Capt. C. A. Dupont, Montreal, was a recent business visitor to Winnipeg. Capt. Dupont is connected with the Grain Growers' Auto Tractor Co., Montreal.

T. Roney, manager of the Minneapolis Threshing Machine Co., was a visitor to the fair at Calgary. Mr. Roney reports a shortage of small tractors to meet the demand.

During a fire that almost completely wiped out the town of Warner, the implement warehouse of Brown & Mundry was completely destroyed, and some valuable stock ruined.

J. Gibney, manager of the Minneapolis Steel & Machinery Co., Winnipeg, recently made a western tour, during which he spent some time in Regina, Moose Jaw, Calgary and Saskatoon.

W. N. Brown, sales manager of the Collins Plow Co., Quincy, Ill., was a recent business visitor to Winnipeg, where he spent a few days with the Cushman Motor Works of Canada.

Leo Rumely, a member of the famous Rumely family of threshing machine and engine manufacturers, is now associated with the Parrett Tractor Co. of Chicago in the capacity of sales manager.

W. N. Robinson, manager of Robinson-Alamo, Ltd., Winnipeg, has gone West to attend all the leading Western Canadian Fairs. Mr. Robinson reports a good demand for Empire milking machines.

J. A. Thompson, president and general manager of the Happy Farmer Co., Winnipeg, came back a week ago from a well-earned holiday at Detroit Lakes. Mr. Thompson feels as fit as a fiddle

and is ready for a big summer's work.

J. C. Redden, manager of the Winnipeg branch of the J. I. Case T.M. Co., recently returned from a trip which embraced the head office of the company at Racine, Wis., and other centers in the States.

E. A. Kemp, sales manager of the Canadian Fairbanks-Morse Co., Winnipeg, recently visited Racine, Wis., and Minneapolis. Mr. Kemp says that the company have a winner in the distribution of the Wallis tractor.

H. F. Anderson, manager of Tudhope-Anderson Co., Winnipeg, spent a pleasant vacation at Detroit Lakes, Minn., recently. Mr. Anderson motored both ways and found the roads good and splendid weather conditions.

At Indian Head, J. A. McKenzie, a machine man, has formed a company known as the McKenzie Thresher Co. In the same town, E. W. Williamson, garage owner and auto dealer, has sold out to Russell & Turnbull.

P. J. Bedson, traffic manager of the John Deere Plow Co., Winnipeg, recently spent a few weeks at the Deere headquarters at Moline, Ill. Mr. Bedson was looking into the effect of the new U.S. freight rates on implement traffic.

The Leitch McClean Lumber Co. has sold out its yards at the following points to the Monarch Lumber Co.:—Benton, Sibbald, Elrose, Greenam and Harris. This concern, whose headquarters are at Winnipeg, are discontinuing operations.

P. J. Grout, the popular manager of the Twin City Separator Co., Winnipeg, is at present on a vacation in Minneapolis. Mr. Grout made the trip via auto. He will return in time for the July fairs, at which he will put on a large exhibit.

W. J. Matthews, sales manager of the Port Huron Engine & Thresher Co., Port Huron, Mich., was a recent business visitor to Winnipeg, where he spent a few days with the General Utilities Company, who are distributing Port Huron tractors.

J. Abrams, president of the Advance-Rumely Thresher Company, La Porte, Ind., spent a few days during June in Winnipeg looking into Western Canadian conditions. Mr. Abrams states that the factory at La Porte is very busy on tractor production.

W. F. Carey, formerly traveller for the Happy Farmer Company in Regina territory, has joined the Flying Corps at Toronto. Mr. Carey is well known to many

## Expert Testimony

Progressive farmers watch with keen interest the work of the Experiment Stations. They know that these Stations can be relied upon for honest, unbiased opinions based on scientific tests.

"The 'ACME' Harrow", writes C. W. Matthews of the Kentucky Experiment Station, "has been used at frequent intervals in our orchard and general farm work, and its work has greatly pleased us. It pulverizes our Blue Grass soil very thoroughly, and where there is a considerable growth of weeds, it quickly reduces the entire mass to a fine condition. We should not want to be without it."

### "Acme" Pulverizing Harrow Makes Perfect Seed Beds

The coulters work deep into the soil, filling air spaces, compacting the lower soil, crushing and cutting clods, and leaving a fine smooth mulch at the top. It succeeds in all soils and on hillsides or level land. Will last a score of years and pay for itself every year. Sizes, 1-horse to 4-horse.

Ask your dealer to show you the "ACME" Tillage Line. But, send today for free book, "The Acme Way to Crops That Pay".

Duane H. Nash, Inc.

107 Elm Street  
Millington,  
N. J.



General Agents: **JOHN DEERE PLOW COMPANY** WINNIPEG CALGARY REGINA SASKATOON

(Continued on Page 24.)



# Every Sale Means Added Prestige

## When You Sell

### This

### Better

### Binder

# JOHN DEERE GRAIN BINDER



You must be watching out for your interests. The Binder season is here. A delay may mean a loss. John Deere Light Draft Binders meet with approval everywhere. They are a big asset to a dealer's business. You are looking for goods to sell that will give your trade complete satisfaction. That is what John Deere Light Draft Binders will do. Now is the time to start your Binder campaign. Provide your stock early.

Reel support and quick Turn Truck provided on all size Binders unless otherwise ordered.

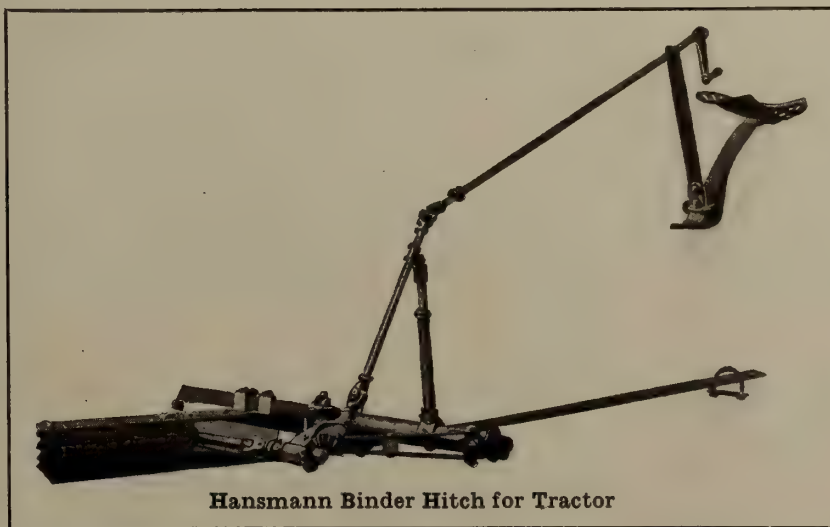
**NEW BUNDLE CARRIER**  
Never catches a bundle or drags against stubble in raising.

### Brandon Fair Tractor Plow Demonstration

takes place on 23rd, 24th and 25th of this month, from 10 a.m. to noon, on each of the above dates.

It will pay you to see our new No. 100,—4-Bottom Tractor Plow at work.

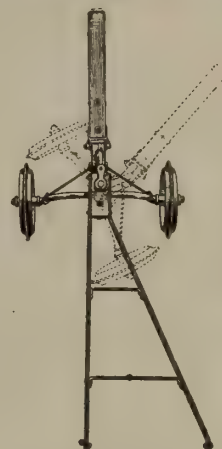
**SOMETHING DIFFERENT**



Hansmann Binder Hitch for Tractor

### Quick Turn Steel Tongue Truck

A Real Operating Advantage



John Deere "Quick Turn" Tongue Truck

Turns faster than the team—makes square corners possible—counteracts side draft—saves the horses—makes it easier for the operator.

The Hansmann Binder Hitch has been most successfully used for some years.

The Hitch is adjustable and will operate with best satisfaction on the John Deere Binder and can be used with any Tractor, small or large.

Catalog and Price List supplied for the asking

# JOHN DEERE PLOW CO.

Winnipeg Regina Calgary Saskatoon Edmonton Lethbridge



(Continued from Page 22).

Saskatchewan dealers, and is an old Case man. If aggressiveness will do it, he will make a fine air fighter.

Geo. R. Bowles, a veteran traveller, who has been more recently with the International Co. in Canada, taking care of American seeding machine sales, has been appointed to centre and western Minnesota territory by the J. I. Case Plow Works, having joined that organization.

I. J. Haug, manager of the Canadian Avery Co., Winnipeg, during June paid a visit to the factories at Peoria, Ill. Mr. Haug says that the plants are now at full pressure, and he is getting in plenty of tractors and separators to meet the demand for the Avery line throughout the West.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, recently returned from Minneapolis where he was looking over new lines with a view to distributing same in the West. Mr. Donovan lately returned from a trip which took in all the leading Western cities.

H. W. Hutchinson, Western Canadian manager of Carriage Factories, Ltd., has returned to Winnipeg after a trip to Toronto and Hamilton. Mr. Hutchinson

states that although hardwoods are difficult to procure his company are at present turning out a very heavy supply of vehicles for the 1919 demand.

There have been several changes in business in Coronation recently: Belangee & Morrison have opened a new automobile business; W. J. Gilliland has sold out his implement and automobile business to L. G. Schultz & Co., and Henderson & Son, implement dealers, have discontinued their business in this town.

The widow of William Deering, founder of the Deering harvester business, now part of the International Harvester Company of New Jersey, died recently at Miami, Fla. Death was due to old age, Mrs. Deering being in her eighty-fourth year. William Deering died five years ago. She is survived by two sons and two granddaughters.

M. Schibsby, manager of the Minneapolis branch of the J. I. Case Plow Works, along with Mr. Wood, from the J. I. Case Plow Works offices at Racine, Wis., recently spent a couple of days with the Canadian Fairbanks-Morse Co., completing arrangements whereby that concern will handle Wallis tractors and J. I. Case plows in the Canadian West.

J. F. Ritchie, assistant manager of the John Watson Manfg. Co., Winnipeg, has recently returned from a trip to the Watson factories at Ayr, Ont. Mr. Ritchie reports that the factory is busy and is well ahead on sleigh production and the goods for next year's business. The company are well supplied with a large quantity of seasoned woods, in contrast to many manufacturing concerns in those times.

W. J. Gilliland, formerly owner of an implement business at Coronation, has sold out to the Coronation Trading Company. The company will continue to handle the lines formerly sold by Mr. Gilliland — Deere, McCormick, I.H.C., and the McLaughlin cars. Mr. Gilliland advises us that he will reside for a few months at Victoria, B.C., and will later return to the prairie, where he will again enter the implement business.

Thos. J. Willoughby has been appointed advertising manager of the J. I. Case Plow Works, Racine, Wis., and will also have charge of the advertising of the Wallis Tractor Company, whose output is handled by the J. I. Case Plow Works. Mr. Willoughby has been connected with the advertising department of the International Harvester Company

for a number of years, and used to be with the De Laval Separator Co.

J. F. Langdon died at Kansas City a few weeks ago. The late Mr. Langdon, some eighteen years ago, started the marketing of the Ruth self feeder which was then made at Halstead, Kansas. Later he was connected with the Rich Self Feeder Company, of St. Louis, after which he started the manufacture of the Langdon Ideal feeder, which is now made by the Hart Grain Weigher Company, of Peoria, Illinois.

Prof. Thos. Shaw, St. Paul, noted agriculturist and authority, died on June 25, aged 75 years. Born in Ontario, he ran a 500 acre farm near Guelph for many years. At the age of 45 he took charge of the agricultural school at Guelph. For many years he had been a member of the faculty of the agricultural school at the University of Minnesota, and was considered the world's leading authority in the theory and practice of dry farming. His books are recognized as authority on agricultural subjects.

#### The Implement Blue Book

We recently received from the publishers, the Midland Publishing Co., St. Louis, Mo., a copy of the 1918 issue of the Implement Blue Book, an excellent register of the agricultural implement, tractor, farm power machinery, automobile truck, etc., production compiled from information supplied direct by manufacturers and distributors. The publishers state that they have a few copies left of the 1917 Implement Blue Book, which they offer to mail free of charge to subscribers of this paper who will send 25 cents to pay the packing, postage, etc. This book has nearly 500 pages and contains complete classified descriptive lists of all the tractors, farm machinery and engines made in the United States, with names and addresses of manufacturers, also jobbers in all the leading trade centers.



# Implement Repairs



TO FIT

**MASSEY-HARRIS      FROST AND WOOD**  
**DEERE      McCORMICK      DEERING**

## A GOOD SORTING STOCK

**Knives, Sections, Guards, Pitmans, Binder Canvases,  
Reels Fans, Arms, Etc.**

**DON'T DELAY**

**IF YOU WANT DELIVERY—RUSH YOUR ORDER TO**

**D. Ackland & Son, Limited**  
TRADE MARK  
Calgary  
Edmonton  
65-68 Higgins Ave.  
Winnipeg

The  
Best  
Place

The  
Best  
Goods



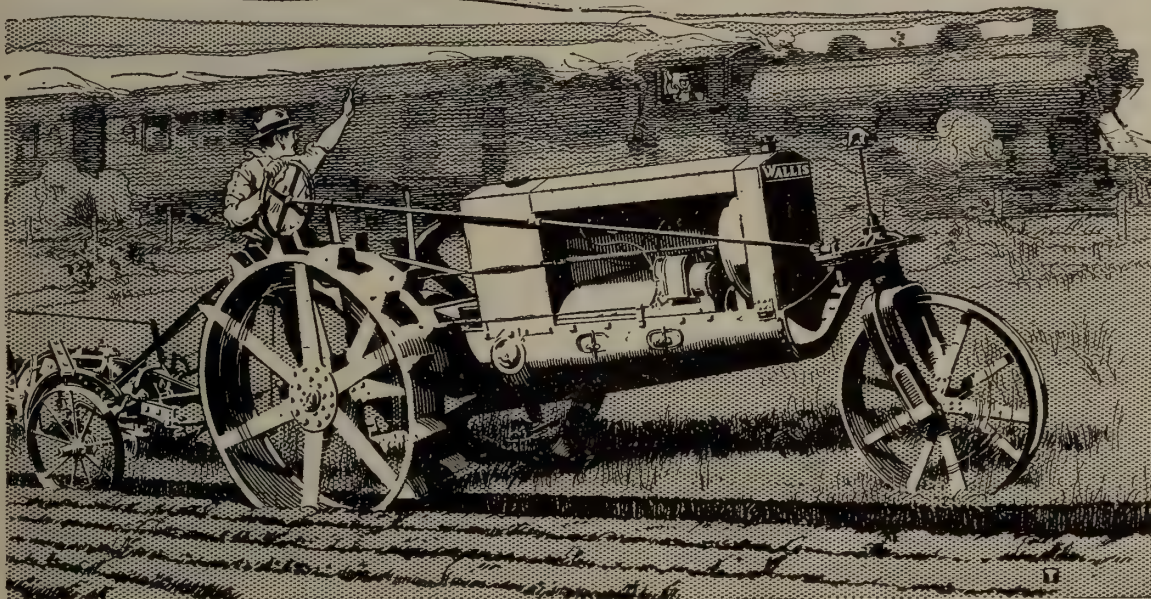
# Important Announcement to Dealers

The Canadian Fairbanks-Morse Co. Ltd. have been appointed Western Canadian Distributors for Wallis Tractors and J. I. Case Tractor Plows

## WALLIS

The Tractor Years Ahead Of Its Time Is Here!

2000 Lbs.  
Constant  
Drawbar  
Pull  
Pulls Three  
14-inch  
Plows  
from 6 to 8  
Inches Deep,  
under  
normal  
conditions,  
at 2½ miles  
per hour.



POWER  
DUR-  
ABILITY  
SPEED  
LIGHT  
WEIGHT  
ECONOMY  
SIM-  
PLICITY  
BURNS  
KEROSENE  
PER-  
FECTLY

### SEE THE WALLIS TRACTOR AT BRANDON PLOWING DEMONSTRATION

When you sell your customers the WALLIS Tractor you supply them with the most advanced type of tractor design and construction—a combination of power and economy found in no other tractor. Tests have proven conclusively that the WALLIS Tractor delivers at the draw bar 74 per cent of its engine power. Only 26 per cent of WALLIS power is used to propel its 3000 lbs. weight. Most tractors require 40 to 50 per cent of their power for this. With the WALLIS combination of light weight and great strength your customers get practically 50 per cent more power for plowing or haulage. Its high plowing speed gives a greater acreage of plowing in less time. The WALLIS with three bottoms will plow 10½ acres in a 10-hr. day.

### WALLIS SIMPLIFIED CONSTRUCTION

Built to the highest mechanical standards. Every part accessible for inspection and adjustment. Divide years of service by first cost and the Wallis is the "best buy" in the tractor world. Any man can operate it. Easily plows 9 to 10 acres daily; discs 35-40 acres, or pulls two binders at 2½ miles per hour. Some features of Wallis construction: Motor, vertical, 4-cyl. valve-in-head type, with removable cylinder sleeves.

Positive oiling system. K-W high tension ignition, with impulse starter. Modine radiator. Liberal water circulation. Belt pulley, 18 x 6 in.; runs at 430 r.p.m. Two speeds forward, one reverse. Hyatt roller bearings throughout. All gears drop forged, cut and hardened. Two live rear axles. All moving parts enclosed in dustproof, oil bath. Cast steel frame. Turning radius, 10 feet.

### Your Opportunity—Write or Wire for Dealers' Information

Farmers know that they must have tractor speed as well as power and economy. They want actual work—not rated Horsepower. That's the Wallis. If your territory is not already allotted, get in touch with us at once.

#### DEALERS:

Fairbanks-Morse 24 x 46  
"Tractor Special" Sep-  
arators will be on exhibit  
at Saskatoon, Brandon,  
and Regina Fairs. See  
our Thresher Line in  
operation.

### Wallis Tractors and J. I. Case Plows—an Ideal Combination

Forty years experience stand behind J. I. Case Tractor Plows. They are 100 per cent efficient. Noted for light draft and excess strength. Weight of plows carried on the three wheels; no weight on bottoms. With these plows you have no bottom drag, no landside pressure, no side draft. Quick, positive lift. High clearance between beams, and between share point and underside of beam prevents clogging in the heaviest trash. All parts under strain are of high carbon steel. Well braced at every point. Get special plow bulletin and our proposition. Sell these well built long lived plows in your district.

Distributors for Manitoba, Saskatchewan and Alberta:

## The CANADIAN FAIRBANKS-MORSE CO. LIMITED

SASKATOON

WINNIPEG

CALGARY



### Distributing Port Huron Tractors in West

The Port Huron Engine & Thresher Company, Port Huron, Mich., have completed arrangements with the General Utilities Coy., Industrial Bureau, Winnipeg, whereby that concern will have the distribution in the Canadian West of the Port Huron Farm Tractor, a 12-25 H.P. machine. The manufacturers of this tractor have been in business since 1851 and are well known to the trade. They have a large plant some twenty acres in extent at Port Huron, Mich., where they turn out a complete line of farm power machinery. W. J. Matthews, sales manager of the Port Huron organization, was in Winnipeg in the beginning of

July completing arrangements with the new distributors.

The General Utilities Company was organized last spring for the distribution of farm appliances of all kinds. The personnel of the company embodies men with a thorough knowledge of western conditions, and who should make a success of the tractor business in Western Canadian territory. Preston S. Wright is president of the General Utilities Co., John H. Young manager, and J. P. Gutstadt sales manager.

The Port Huron tractor is a 12-25 machine, which, it is stated, has given very satisfactory service in United States territory. It is powered by an Erd Kerosene burning engine, 4 cyl., valve in head type. Gasoline can also be used. Ignition is by Kingston

high tension magneto with impulse starter. A Perfex radiator and Kingston carburetor, also a Bennett air cleaner, are other features. Handling three plows under average conditions, this tractor has a variable speed of from  $1\frac{1}{8}$  to 4 miles per hour, ahead or reverse. Transmission is by spur gears, machine cut and hardened, and all gearing runs in oil in dust-proof casings. The friction drive used is by a fibre wheel facing on a metal disc, giving six speeds forward or reverse. The frame of the tractor is of steel channel, with spring mounting in front. Front wheels are 34in. diameter, and the rear drivers 56 x 10 inch face. The wheel base of the Port Huron is 7ft. 9in. This tractor, which is of very compact design, has a total weight of 5,700 lbs., and is provided with a canopy. The General Utilities Company state that they will have a Port Huron tractor in operation at the light tractor plowing demonstration at Brandon, July 23-25.

### To Reconstruct Belgian Industry

An especial appeal is made by the Comptoir National of 15 Rue Louis le Grand, Paris, to all Canadian manufacturers and producers. This organization has been formed with the co-operation and under the control of the Belgian government in an effort to help reconstruct the industry and trade of that stricken country. This is considered essential owing to the critical situation which will result for Belgium after the war through the disasters caused by the depredations of the Germans, who have removed wholesale machine tools, farm equipment, raw materials, manufactured products, etc.

The Comptoir National is formed to help Belgian trade and industry by enabling the inhabitants of that country when peace comes to purchase the tools and all necessary raw materials, will not only reconstruct the economical situation of Belgium, but will put an end to the sufferings of the working classes by enabling them to start working in the reconstructed shops.

This co-operative society is interested in all classes of goods, machine tools, building materials, leathers, textiles, farm machinery and equipment, gas engines, chemical products, woodworking machinery, electrical machinery, automobiles, vans, wagons, oils, greases, etc.

They ask Canadian manufacturers and exporters of any line adaptable to the reconstruction of Belgium to forward them full information, catalogs and literature, with the prices of the various machines in triplicate.

They are announcing the 1919 models in manure spreaders. Now, will the motor cars abandon their uppishness!

### Moline Tractor Booklet

The Moline Plow Co., Moline, Ill., have issued a book of 120 pages on the subject, "How to Operate Moline Universal Tractor Model D." The book is most complete in its detailed discussion of the parts and the operation of the tractor. Every part of the care of the tractor is discussed.



*There are many good reasons why the use of*

## Dunlop Thresher Belts

**"PRAIRIE" and "RELIANCE"**

is quite general throughout every threshing community.

Threshermen realize that Rubber Belts surpass any other kind for the work they have to do, and

That Dunlop Thresher Rubber Belts embody all the good qualities of an Ideal Rubber Belt.

Dunlop Thresher Belts are made

**By Expert Workmen  
In a Uniform Way  
From the Best Materials**

Wherein lies the secret of

**Service, Quality and Satisfaction**

Ask our nearest Branch for a sample of either Belt or both. Dunlop Canvas Thresher Belts and Dunlop Agricultural Hose are thoroughly upholding the reputation of the "Two Hands" Line of Rubber-made Goods.

## Dunlop Tire & Rubber Goods Co. Limited

Head Office and Factories: TORONTO

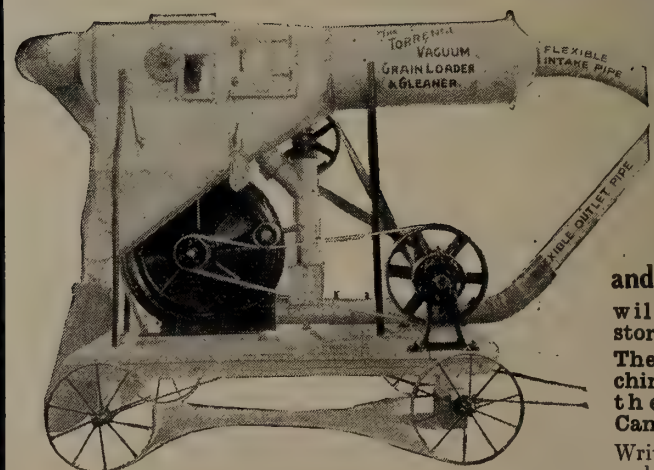
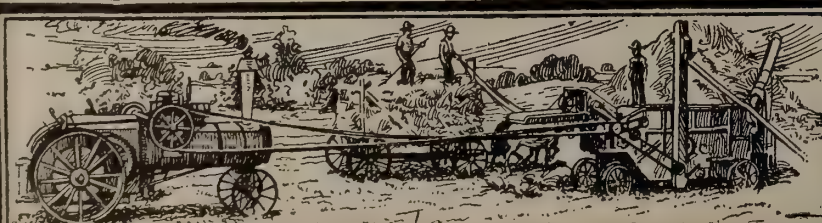
Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax

Makers of Tires and Tubes for all purposes: Mechanical Rubber Goods of all kinds and General Rubber Specialties

WINNIPEG BRANCH: 354 Donald Street.

SASKATOON BRANCH: 311 Twentieth St. E.

REGINA BRANCH: 1769 Cornwall St.



## The Torrence Vacuum Grain Cleaner and Loader

will make your store popular.

The greatest machine ever offered the farmers of Canada.

Write for particulars and Agency Contract

Manufactured and Sold Exclusively by

**Winnipeg Steel Granary & Culvert Co., Limited**  
WINNIPEG





# International, Mogul and Titan Kerosene Tractors

**T**HESE tractors were developed through twelve years active field work in every civilized country in the world. A size and type for every farm.

All of them operate successfully on kerosene and other low grade fuels down to 39 degrees Baume.

All of them are fully equipped to do both field and belt work.

They are sold by a company that knows farmers' needs and that also sells implements and machines to be operated by the tractor, assuring proper combinations of tractor and tractor power machines.

These are tractors that enable dealers to build up permanent, profitable trade in power farming machines. One of our Canadian branch houses is near you to take care of your customers' service needs. Write the address of the one nearest you, named below, for full information about selling MOGUL, TITAN and INTERNATIONAL kerosene tractors. This is the proper time, of all times, to be assisting in the distribution of real power to the farms.

## International Harvester Company of Canada, Limited

### BRANCH HOUSES

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.

EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



### Will Display Lines

During the Regina Exhibition, Bert Conway, manufacturers' agent, Regina, will have on display a full line of the goods he distributes in his warehouse, corner of Railway Street South and Albert, Regina. Mr. Conway handles Heney light and heavy harness, Conway buggies, Munro, McIntosh buggies, Ford commercial bodies, Woodstock wagons and sleighs, "Round Oak" stoves, Viking cream separators, etc. Dealers visiting the fair at Regina are cordially invited to pay a visit to the warehouse to look over these lines.

### Brandon Pump Co. Building New Factory

The Brandon Pump & Windmill Works, Brandon, recently started excavation work on the new factory to be erected at the corner of 9th St. and McTavish Ave. in that city. Manager Cater reports that the new plant will be the future home of the pump manufacturing works, which are now located at the corner of 9th St. and Lorne Ave. The new factory building will be a one-storey structure with an area of 56 by 65, with a basement of 56 by 25

underneath the main building, which will be on the C.N.R. trackage. The new factory will treble the existing capacity of the works. The estimated cost of the improvement is not given. The work will be rushed and completed as early in the present building season as possible.

### The Deere No. 100 Plow

The John Deere Plow Co. are now handling the latest product of the Deere factories, the John Deere Tractor Plow, No. 100. This plow will be on view at the Brandon Light Tractor Plowing Demonstration, July 23-25. Dealers will be interested with the constructional features of the No. 100. It is a four-bottom plow, but can be used as either a 2, 3 or 4-bottom. A one-man outfit with automatic lift and convenient levers, it is equipped with Deere quick detachable shares. When used as a three or four-bottom gang, the fourth bottom is simply raised out of the ground. All four bottoms have the usual Deere high lift. A special spacing device for all bottoms is an innovation in plow design, while the beams are adjustable by a screw device, alteration being possible as the engine runs. The

staggered furrow wheel and special design allows this plow to follow any tractor perfectly, while it can be very easily turned.

Dealers can obtain full particulars from the nearest branch of the John Deere Plow Co.

### The Buyer's Guide

We have received from "Farm Implement News," Chicago, a copy of the 1918 Buyer's Guide, a very complete directory of farm machinery commonly sold by the retail implement dealer. The Buyer's Guide gives the names and addresses of about 1,600 manufacturers, separate lists with addresses of the makers of goods of each class and the distinctive name of each machine. Practically everything in the implement line now manufactured is listed in the Buyer's Guide, which should be of value to every implement dealer.

### A Good Tractor Accessory

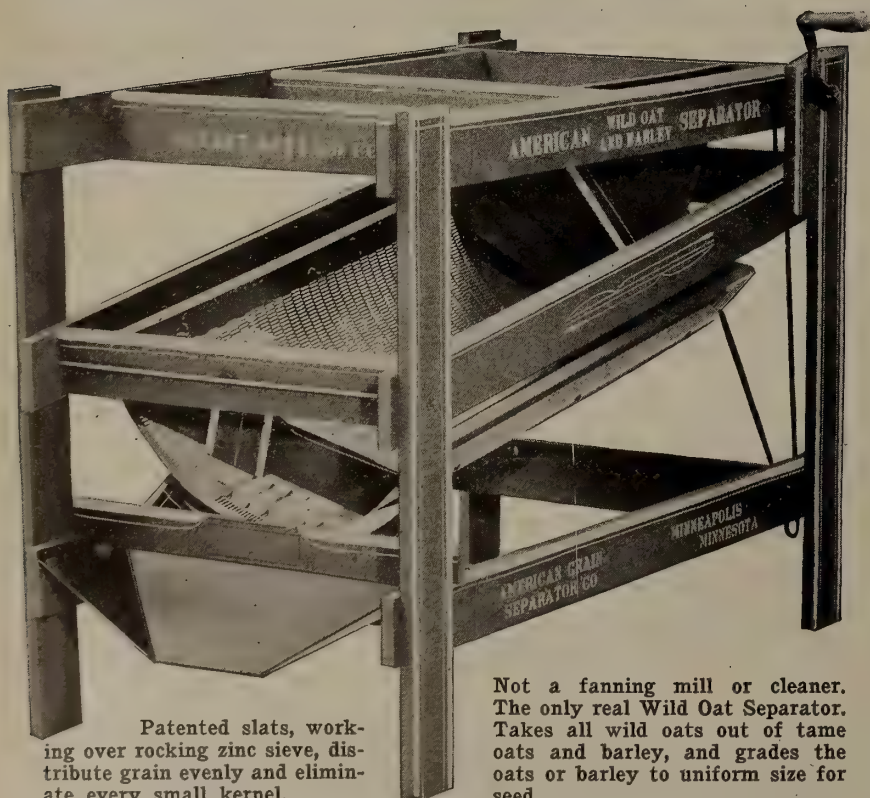
With the tractor a good safety hitch is an essential and is invaluable in saving jerk, strain or breakage on the engine gears and the parts of the plow, cultivator or any other implement being hauled. R. H. Pogue, 148 Princess Street, Winnipeg, is handling the Pogue Safety Hitch, a de-

vice which prevents overloading of the tractor or breakage of any part. This hitch, made in three sizes to suit from one to twelve plows, is of strong steel castings and tempered springs which take all the load and give an easy resilient hitch between tractor and plows. The hitch can be adjusted to any desired load; when load gets beyond the adjustment tension the unhitching is automatic. There should be a large demand for this handy device throughout the Canadian West.

### Handling Sieve-Grip Tractors

The Eldridge Motors Co., Calgary, are now handling the distribution in Alberta territory of the Samson Sieve-Grip tractor, a machine which is produced by the General Motors Corporation, at Pontiac, Mich., and Stockton, Cal. This is a three plow tractor with two drive wheels and one steering wheel. It is rated at 12-25 h.p., has a 4 cyl. vertical motor and burns gasoline or distillate. The Samson has a turning radius of 12 feet and weighs 5,800 lbs. It is equipped with pressure lubrication, roller bearings on wheels, direct drive to belt pulley, and has an air cleaner and Eisemann magneto. The length over all is 160 inches, width 61½ inches, height 56 inches.

## THE AMERICAN WILD OAT AND BARLEY SEPARATOR AND CLEANER



Patented slats, working over rocking zinc sieve, distribute grain evenly and eliminate every small kernel.

Very light draft. Large hopper. Strong construction, bolted and braced throughout. Write for agency offer, prices and literature.

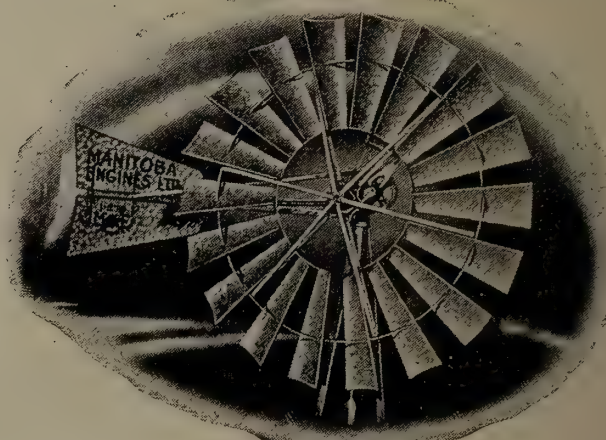
Not a fanning mill or cleaner. The only real Wild Oat Separator. Takes all wild oats out of tame oats and barley, and grades the oats or barley to uniform size for seed.

### EXCLUSIVE SELLING AGENTS FOR CANADA

## Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work  
DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

## The Manitoba Line of Windmills is the Most Complete Line You Can Handle A MILL FOR EVERY PURPOSE



Steel Mills furnished in sizes 5ft., 8ft., and 10ft., with 3 or 4 post tower for 8ft. and 10ft. and 3 post only for 5ft. Girted every 5½ft. Furnished with side ladders. Height of towers, 20ft., 31ft., 42ft. and 53ft. Get our printed matter. Study the merits of these mills. Be prepared to talk them to your customers. A profitable line to handle and an easy line to sell. Our facilities enable us to supply complete outfits, including Pipe, Pumps, Cylinder, etc. A big advantage to a dealer to be able to buy complete outfits from the same firm.

WRITE FOR PRICES AND  
FULL PARTICULARS

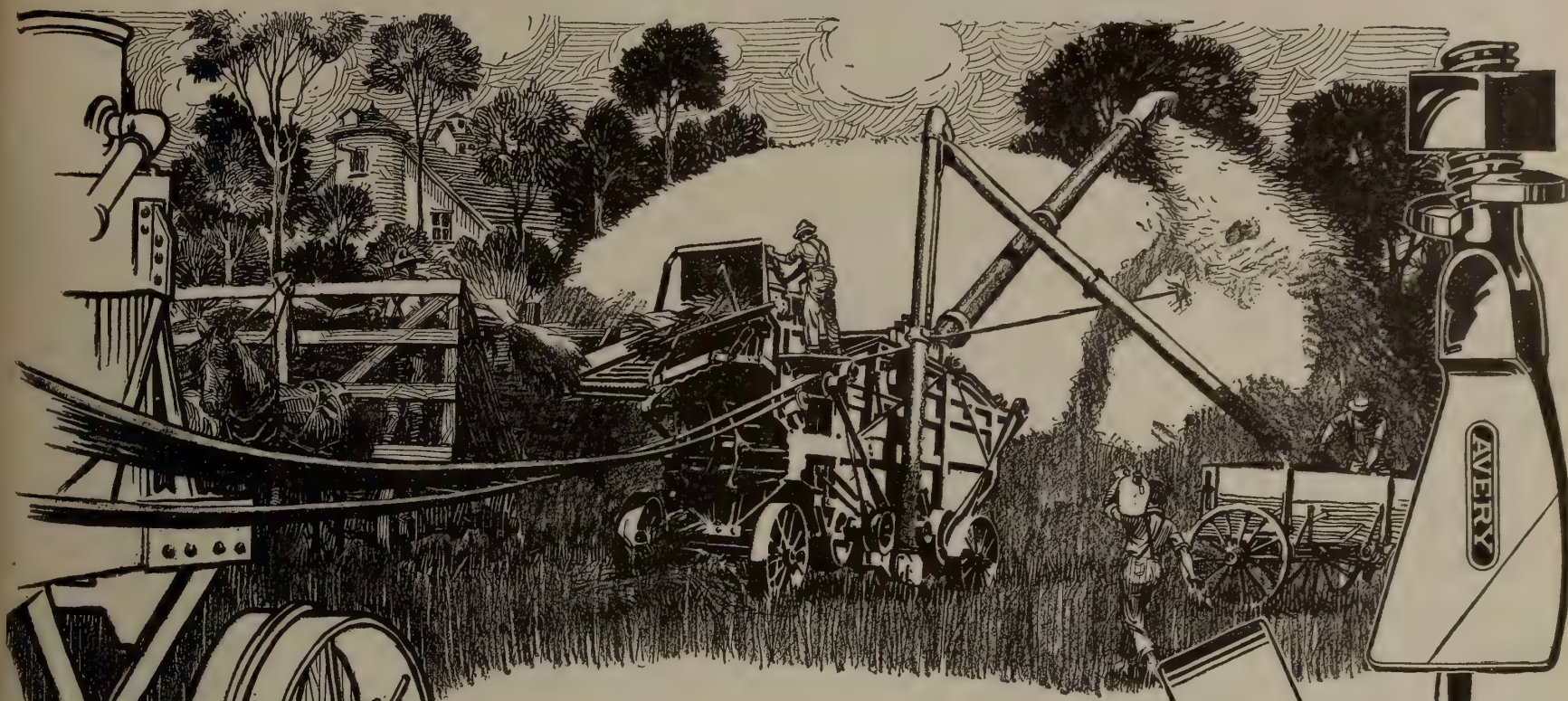


10 ft. Vaneless Open Wheel direct stroke mill for same towers as used with steel mills.

## MANITOBA ENGINES, LIMITED

8th St. and Assiniboine Ave. (Phone 2943) BRANDON, MAN.





## Sell the Separators that Save the Most Grain

There's a size AVERY Champion Grain Saver Thresher for every size run. Patriotism and good business demands that Dealers sell Threshers that will save the most grain; the Allies need every bushel. Here's where Avery Threshers lead. In 27 field tests, threshed on canvas, AVERY Threshers made the champion grain saving record of 99.9% of the grain threshed. Can any separator equal this?

### Exclusive Features in Avery Separator Construction

AVERY Threshers are built in eight sizes; every size has the same exclusive grain saving devices that have made the line famous. There are 6,375 fingers in the I X L Grain Saving device in an Avery Thresher, which dip into the straw every minute, hunt around for the last kernel—and get it. The fingers spread and tear the straw apart so that all the loose grain can drop through. The big Jumbo tool steel teeth on the Avery cylinder and concaves thresh the grain out of the heads no matter what condition the straw may be in. We guarantee our teeth for life against breakage. Sell your customers Avery Separators and you guarantee that their grain goes into the wagon-box—not the straw stack. Let us send you full particulars of this big selling line.

### Six Sizes of Standardized Avery Kerosene Tractors

The Avery Line has a tractor for every size farm, 5-10, 8-16, 12-25, 18-36, 25-50 and 40-80 H.P. All built for and burn kerosene with perfect success. Five larger sizes are built alike: opposed, slow speed, heavy duty motors, patented gasifier, patented sliding frame, two speed double drive, all spur gear transmission. No fan, no water pump, no fuel pump, no outside lubricator, no second clutch. All sizes have

removable inner cylinder walls, an exclusive Avery feature.

Secure the Avery Sales Contract and represent a complete line of motor farming machinery: Six sizes of Kerosene Tractors—A combined Engine Disc and plank float—a complete line of Tractor Plows, both heavy and light—and a complete line of eight "YELLOW KID" and "YELLOW FELLOW" Separators—all champion grain savers.

GET THE AVERY CATALOG AND CONTRACT

WESTERN CANADIAN DISTRIBUTORS:

**CANADIAN AVERY CO., LTD.**

Head Office: WINNIPEG, MAN.

Branches at: REGINA CALGARY SASKATOON

Sub Agencies: LETHBRIDGE and CAMROSE

Dealers: Meet the Avery Line at Edmonton, Brandon, Saskatoon and Regina Fairs



See the Avery Tractors at Brandon Tractor Demonstration



### Fairbanks-Morse to Handle Wallis Tractors

The Canadian Fairbanks-Morse Co., Winnipeg, have completed arrangements whereby they will have the distribution for the Canadian West of the Wallis tractor, made by the Wallis Tractor Co., and sold in the United States by the J. I. Case Plow Works, Racine, Wis. Back in 1915 this tractor made the world's first 1,000-mile cross-country durability run, travelling from Cleveland, Ohio, to Fremont, Nebraska. Following this trip the same machine established a record by plowing three acres in 77 minutes.

In tests made by the Hyatt Roller Bearing Co., the Wallis tractor, which weighs but 3,000 lbs., developed an average drawbar pull of 2,580 pounds. This equals 74 per cent of the power generated by the motor, and the makers claim that no other tractor on the market approaches the Wallis in the development of drawbar power in relation to total power production. Indeed the average tractor uses some forty or fifty per cent of its power to operate the moving parts and overcome the inertia of the total weight.

Along with Wallis tractors, the Canadian Fairbanks-Morse organization will handle the famous

line of J. I. Case power-lift "Enicar" plows. With an enviable record for plow production, the J. I. Case Plow Works have kept well abreast of the best in the development of light tractor plows. They make these in both disc and moldboard patterns, and with any number of bottoms. The two and three furrow "Enicar" plows are said to have wonderfully light draft to always plow at an even depth and are very convenient and easily handled. This allows the operator to give his entire attention to the tractor. By the pull of a rope the bottoms automatically leave or enter the soil, and when the bottoms are raised or lowered for depth it does not materially affect the position of the depth levers. Regardless of the depth of plowing, the bottoms on "Enicar" plows are always raised to the same height and when raised the plow is self-levelling.

Some particulars of the design of the Wallis 15-25 H.P. tractor will be of interest to our readers. This machine is a two or three plow tractor, with two drivers and one steering wheel. It develops 13 1-3 h.p. constant, and 17 1-3 h.p. maximum, on the bar and 25 h.p. at the belt. The constant pull at plowing speed is given as 2,000 pounds. The engine uses gasoline or kerosene as fuel. Lubrication is by circulating splash system. Other constructional features listed are:

Hyatt roller bearings throughout. Transmission: Enclosed forged gears, 2 speeds forward. Final drive: Spur gear direct to live axle, all gears and pinions forged. Rear axle diameter 3 in. Drive wheels 48 in. high, 12 in. wide. Pulley: 18x6 in., 430 r.p.m.; controlled by motor clutch; driven through transmission; belt speed 2,030 ft. per minute. Fuel capacity 20 gals. Oil capacity 5 gals. Air cleaner; Bennett, centrifugal. Ignition: K-W. high tension magneto with impulse starter. Governor: Wallis, hydraulic type. Carburetor: Bennett, single bowl, 1 1/4 in. inlet; heated from stove. Cooling: Water; Modine Spirex radiator, pump circulation. Hitch: 12 to 16 in. high, lateral adjustment 8 1/2 in. Frame spring mounted in front, solid in rear. Dimensions: Length over all 148 1/2 in., width 61 in., height 61 1/2 in.; wheel base 100 in.

We understand that interested dealers can obtain full particulars of the Wallis tractors and J. I. Case tractor plows by addressing the Canadian Fairbanks-Morse Co. at Winnipeg, Saskatoon, or Calgary. The Wallis will be demonstrated at Brandon.

### Cushman Handle New Wild Oat Separator

The Cushman Motor Works of Canada are now distributing a wild oat and barley separator and cleaner of novel design, and very effective results in doing the work. This machine is not a fanning mill or cleaner, but is stated to absolutely "take" wild oats out of tame oats and barley.

The machine, which is called the "American" Wild Oat and Barley Separator and Grader, and is expressly manufactured for the Cushman organization, is said to back up the claim that until now no machine could be depended upon to separate wild oats from tame oats and barley, for the following reasons: Wire cannot be made uniform. Wind cannot be depended upon to provide a uniform force. An uneven surface cannot be depended upon to elevate the kernels evenly, so that flannel, oil cloth or carpet are inefficient.

The principle involved in this wild oat separator is a remarkable one—in fact, it very much resembles the gradual rubbing of the grain between the palms of the hands. A long, semi-circular slotted zinc sieve, which is full of absolutely uniform perforations, is rocked in a semi-rotary motion by the turning of the crank handle. Over this curved sieve works a series of slats which keep it clean and at the same time distribute a thin, level layer of grain over the full surface of the sieve making every kernel come in contact with the surface of the sieve, so that no kernel can go over that is smaller than the perforations in the sieve. The sieve lies at an angle so that the steady, level stream of grain flows down, spread over its entire surface.

In construction the American wild oat separator is strongly built and braced, and the drive is so easy that a child can operate the machine. An extra large hopper is fitted with an adjustable slide feed, easily reached by the operator of the separator. A test was made for a representative of Canadian Farm Implements, and the work done in removing wild oats from tame oats is excellent. Full particulars of this machine can be obtained from the Cushman Motor Works of Canada, Winnipeg, who look forward to a very heavy demand for this separator throughout Western Canadian territory.

After a man has reaped his golden harvest it is easy enough for him to preach the doctrine of making hay while the sun shines.



## Mr. DEALER Cater Can Sell You

Wood or Iron Pumps cheaper  
than any one in the West.

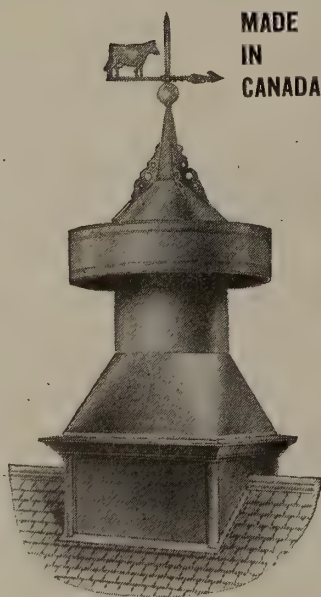
GET HIS PRICES BEFORE YOU ORDER

Brandon Pump & Windmill Works  
BRANDON MAN.

## Dealers: Every Barn in Your Territory Needs Proper Ventilation

Handle the  
TOWNSLEY  
System of  
Ventilation  
for Farm  
Buildings

A thoroughly  
tried and proven  
system.  
Absolutely  
guaranteed.



MADE  
IN  
CANADA

Shipped Ready  
for the Roof.  
Suitable for  
Barns, Stables,  
Creameries,  
Schools, etc.

Weather-proof  
Rust-proof  
Bird-proof  
Made of heavy  
gauge galvanized iron

### Get the Agency for Townsley Systems

Every barn that's worth building is worth equipping with the Townsley Ventilation System. Barns, stables, creameries and public buildings require good ventilation—fresh air in, foul air out. In the stable fresh, dry air, proper circulation to remove all damp, foul air, is as essential as good feed and pure water. Our travellers co-operate with you to increase the demand. There are scores of prospects for Townsley Systems right in your district. Let us show you the nice profit you can net by handling this line.

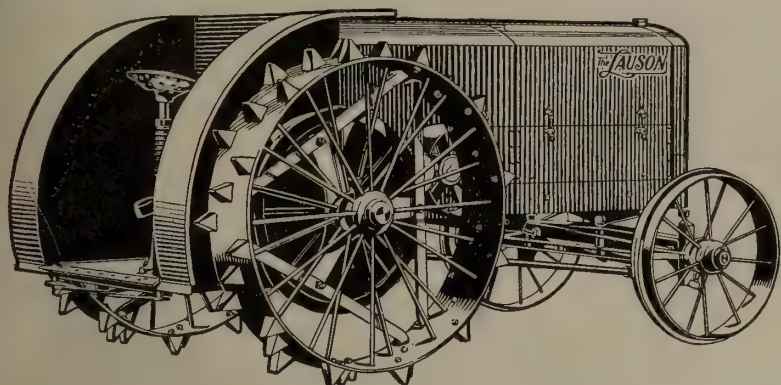
Write for Literature and our Special Offer

Canadian Lightning Arrester & Electrical Co., Ltd.  
1205 Rosser Ave. :: BRANDON, MAN.



# LAUSON

## Full Jeweled Kerosene Tractor



All gears are machine cut steel gears, including large Master Gear, and all enclosed in dust proof case and run in bath of oil. Medium weight—two speeds forward—four cylinder vertical, valve-in-head, Kerosene Engine, 24 Anti-Friction Bearings (Hyatt and Timken). Will draw 3 or 4 plows at 2½ miles per hour and has ample power to operate grain thresher up to 28-inch.

**SEE THIS TRACTOR AT SASKATOON, NORTH BATTLEFORD AND PRINCE ALBERT FAIRS**

Write for full particulars and Dealers Contract. We also handle the MEGO Tractor Attachment for Fords.

### WALTER GRATIAS

Distributor for Saskatchewan

59, 23rd Street, West

Saskatoon, Sask.

## Handle the FORD-A-TRACTOR

The Best Attachment for All Farm Work



The Ford-a-Tractor is guaranteed to do the work of 4 good horses. Fully enclosed gears run in oil bath. Shock absorbers; strong steel wheels. Steel cut pinions. Special cooling system—the best on any tractor attachment. No strain on Ford. Sells at a lower price than any other attachment. Price, only \$240. Exceptionally good discounts and exclusive territory to live dealers.

### K.M.C.

#### Transformer

The only successful equipment for using Kerosene in Ford cars. Write for particulars.

### Ask for Our Liberal Contract

Don't delay, secure territory now. There are prospects everywhere for the Ford-a-Tractor. Does all field work at minimum cost. Dealers: Write at once.

### J. D. ADSHEAD CO.

Head Office: Winnipeg, Man.

Alberta Branch: 117 10th Ave. E., Calgary

# TURNER

## Simplicity

### The Tractor Built on Proof, and Proven!

Not an untried principle has ever entered into the construction of the Turner Simplicity Tractor. The test of actual use on the farm has been applied to it in every state of its development. For seventeen years its maker has built farm engines and tractors, worked right with the farmer, and studied his needs. The result is this sensible four-wheel, four-cylinder, three-plow tractor that has made good in actual operation.

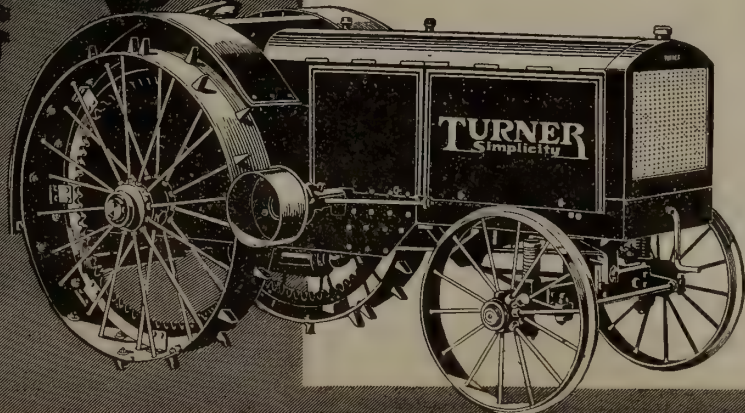
### This Means Sales For You

It is needless to say that this is the best tractor year that you ever saw. The shortage of farm help has created a big demand. Why not get in the race with a tractor that has made good, and get your share of the business? We can use a few more dealers and distributors, who appreciate tried-out, quality goods. All of our last year's dealers have renewed and at least doubled their contracts. Write for full information to-day before our dealer list is complete.

### TURNER MANUFACTURING CO.

215 Lake Street

Port Washington, Wis.



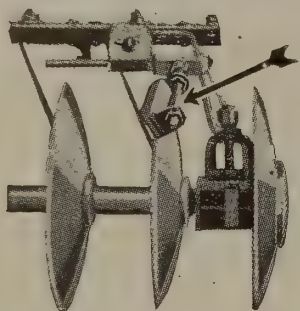


### Cushman Binder Attachments

The success of the binder engine has been one of the most remarkable features in the de-

#### A Quick Selling Specialty For You

## The WAGNER DISC GRINDER



Saves money for your customers. Adaptable to any disc. Sharpens blade quickly and without attention, setting up a good cutting edge. Easily shifted from blade to blade. Keeps the disc in first-class shape. The hard emery grinding block will last several seasons and can be replaced. Makes no load on disc. They sell everywhere. Write at once.

GET DEALER'S PRICES

### CUSHMAN MOTOR WORKS OF CANADA, LTD.

Builders of High-grade  
Light-weight Engines

Dept. E., Whyte Ave. and Vine St.  
WINNIPEG, MAN.

Combination Threshing Outfits—Langdon Ideal Self Feeders—Fanning Mills—Vacuum Washing Machines—Lincoln Saws—Shinn-Flat Lightning Conductors—Universal Hoists—Wagner Hardware Specialties.

velopment of the gas engine. In this line of effort, Cushman binder engines, distributed by the Cushman Motor Works of Canada, Winnipeg, and manufactured by the parent company at Lincoln, Neb., make possible the cutting of grain with only two horses, and are invaluable where the crop is heavy or down and tangled. These engines drive all the mechanism of the binder; the horses merely pull the weight of the machine.

Cushman binder engines are only 167 lbs. in weight and are located on the rear of the binder. This engine, which when demounted, can be used for all-purpose farm work, is mounted without a sub-base in a patented, slotted binder attachment bracket, so that the engine is adjustable on the bracket. The bracket is also adjustable on the crossbar of the binder frame. The combination can be adjusted three different ways, making it possible to line up and operate the engine in the most efficient manner.

The mere mounting of an engine on a binder of course can be accomplished by any man with mechanical ideas with most any kind of an engine; but the proper balance, operating service and efficiency of the combination of an engine on the binder has proven a very exacting problem. Another essential feature of the binder engine proposition is to maintain the very careful balance of the grain binder. The weight of the engine on the rear is there-

fore balanced with the water cooling tank placed on the tongue or tongue truck in front, thereby maintaining the proper balance, to make it possible to secure best draft on the binder.

While a large number of ordinary engines were used in the past as an emergency for binder drive, the light weight engine manufacturers contend that the ordinary or horizontal engines will not be of sufficient value to be used under ordinary conditions. They, however, do contend that the properly designed and carefully built binder engine, with proper weight, balance and attachment will be used every season. The fact that an especially designed binder engine is suitable for general work makes it of universal value to any general farmer. With a large demand for this type of engine Western Canadian dealers should find them a profitable line to handle.

#### New Lauson Tractor Distributors in Northwest

The John Lauson Manufacturing Company of New Holstein, Wisconsin, announce they have closed their northwest territory with the Northwestern Lauson Tractor Company of Minneapolis, Minnesota, who will distribute the 21 jewel Lauson machine in Minnesota, South Dakota and the northwestern part of Wisconsin.

The personnel of the company will be Mr. F. L. Sturr, Mr. Rockwood W. Bullard, and Mr. D. E. Ryan, who have been asso-

ciated with the Ford automobile business in the city of Minneapolis. The headquarters of the company will be at 1208 Harmon Place, Minneapolis, Minnesota.

The initial order was for over 200 tractors. A complete stock of tractors and repairs will be maintained, so that prompt delivery and service will be assured.

#### The Tractor and Truck Show

An exhibition of tractors and motor trucks and accessories for both has been announced by the Automotive and Accessories Exposition, Inc., of Chicago. The dates given are September 14 to 21, 1918. The famous Chicago municipal pier has been secured for the exhibit.

The Automotive and Accessories Exposition, Inc., is successor to the National Exposition of Ford Accessories, which conducted an exhibit in Chicago last fall.

Efforts will be made to obtain a large and representative exhibit of farm tractors and motor trucks and accessories. The truck division will be in charge of F. Ed. Spooner. Manager of the tractor division has not yet been selected. The exposition will establish headquarters at the New Southern Hotel, Michigan Avenue and 13th Street, Chicago.

#### U.S. Machinery Men Aid Government

Two men connected with large farm equipment industries are members of the U.S. War Industries Board, which has been separated from the Council of National Defense by order of the president. They are Alex Legge, general manager of the International Harvester Company, and Geo. N. Peek, vice-president of Deere and Co. Mr. Legge is chairman of the requirements division and Mr. Peek is chairman of the finished products division. The War Industries Board consists of ten members, including representatives of the army and navy. The implement industry has therefore contributed 25 per cent. of the civilian membership of the board.

#### Collins Plow Circular

Good tractor plows are of interest to every dealer these days. A circular illustrating and explaining the Collins tractor gang plow is now ready for mailing out by the Collins Plow Company of Quincy, Illinois. If you are in the market for plows, you will be interested in examining this circular. We understand that there is a very good possibility of Collins plows being handled in the Canadian West, so that dealers should be interested in the perusal of literature on this line.

## Christiansen Packers Get You the Business

Our packers are built in sections. Can be used with horses or tractors, or gangs can be disconnected and used for plow attachment. Fit any standard make of plow. Alongside we show our 3-furrow sub-surface plow packer. Wheels are interchangeable and fit axle and frame of the four section machine shown below.

Don't neglect your gang plow attachment trade. We supply the only successful harrows and packers made for gang plows. Orders filled promptly.

CHRISTIENSEN  
15-FOOT 4-SECTION  
SURFACE PACKER

SUB-SURFACE WHEELS  
CAN BE SUPPLIED FOR  
THE SAME FRAME



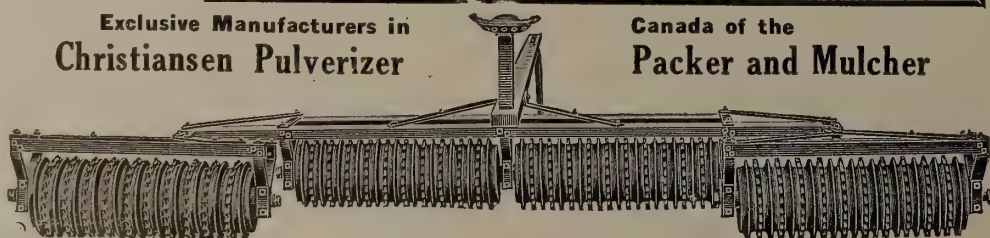
All packer axles are standardized and have patented dustproof lubrication, which reduces draft. Flexible design—these packers cover all uneven ground.

ASK FOR AGENCY

The best implement made for rolling standing grain or summer fallowing. Prevents soil drifting and retains moisture. Ask for latest catalog and prices.

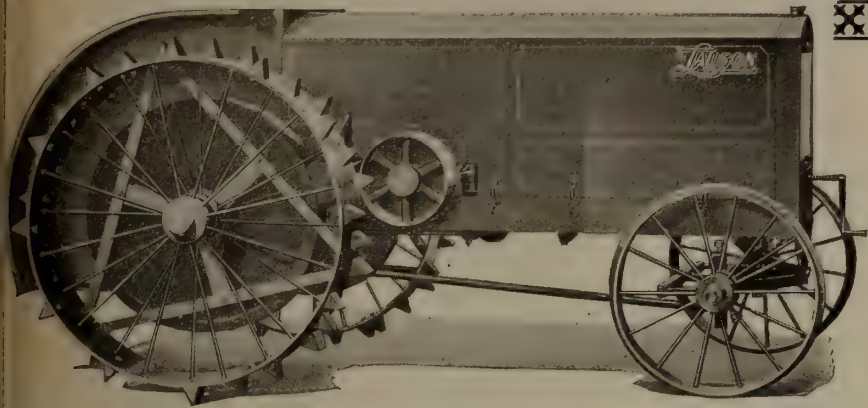
Exclusive Manufacturers in  
Christiansen Pulverizer

Canada of the  
Packer and Mulcher



CHRISTIENSEN IMPLEMENTS LTD. OWENA STREET WINNIPEG





## The LAUSON 15-25

DUST PROOF-ALL GEARS ENCLOSED

## The Ultimate Tractor

The dealer who is considering handling a Farm Tractor will naturally wish to represent a machine that will add to the prestige of his business. That is why the LAUSON 15-25 appeals to the wideawake dealer. It has passed the experimental stage. Is of standardized construction. All gears fully enclosed. Hyatt and Timken Bearings throughout. An ample surplus of strength to meet all Tractor demands. It is five years ahead of its competitors. Your customers who purchase a LAUSON 15-25 will get continued and efficient service—both in the field and at the belt.

### OUTPUT MORE THAN TREBLED

We have been able to more than treble our production this year and have, therefore, some desirable territory open. The dealer who can qualify for the LAUSON organization gets generous profits and ample protection. Our aggressive advertising campaign helps you make sales. Write us for full particulars on our dealer proposition.

The John Lauson Manufacturing Co., 326 Monroe St., New Holstein, Wis.

Six-Wheel  
(Patented)  
Truck  
Eliminates  
Vibration

## "LISTER" Ideal Threshing Outfits

MADE IN TWO SIZES

Size of Separator, 22 x 36 ;

Horse Power Required, 9 to 15 H.P.

Size of Separator, 26 x 42 ;

Horse Power Required, 14 to 20 H.P.

Have Made Good in the Field—Everywhere

"LISTER" Combination Threshers sell, stay sold and give satisfaction. Except in capacity they equal the biggest and most expensive threshers sold. TWO MEN handle this outfit with ease. Low in first cost; strong, practicable, simple design. Large threshing capacity. Supplied with or without bagger, tailings elevator, straw carrier or blower. As an individual separator for light tractor drive, sell the LISTER 26 x 42. Size up the demand. Secure territory NOW.

We Guarantee Delivery of all Early Orders. Specify Now.

DEALERS: MEET US  
AT THE FAIRS

Lister Threshers, and the complete Lister Line, will be exhibited at the Fairs at Edmonton, Saskatoon, Brandon and Regina.

### OUR LINE INCLUDES:

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits.

"The Name is a Guarantee of Quality Goods."

Ask for Prices  
and Literature  
on any item

## R. A. LISTER & CO. (Canada), LIMITED

WALL STREET, WINNIPEG, MAN.

ST. JOHN, N.B.

TORONTO

QUEBEC

Get our New  
Thresher  
Catalog





## Do You Want This Agency?

**WE** are going to establish a Nilson Tractor Agency in *your* locality. We want a first-class, reliable dealer to handle it. He *must* be a hustler, and must be ready to grow as his sales and profits increase.

To the right man the Nilson Tractor Agency offers:

- 1 The Agency for the tested tractor with years of success backing it.
- 2 The Agency for the only tractor with the Patented Lever Hitch. This gives automatic protection from competition. No other dealer can offer anything like the Nilson Lever Hitch.
- 3 The Agency for the tractor of light weight, low fuel consumption, high speed and big power.
- 4 The Agency for the tractor that works in any soil, wet or dry and at any time horses can work.
- 5 The Agency for the tractor made in Junior and Senior models to fit any sized farm.
- 6 The Agency for the tractor that pays the right PROFIT, is consistently advertised, and offers plenty of home office sales co-operation.

See the Nilson at the light tractor plowing demonstration at Brandon, July 23rd to 25th.

Are you the man for the Nilson Tractor Agency? If you are, we want to get in touch with you immediately. We have a first-class dealer proposition to offer you. Write, wire, or come and see us immediately.

### Happy Farmer Company, Limited

225 CURRY BLDG.

WINNIPEG, MAN.

Distributors for CANADIAN NILSON TRACTOR CO. LTD., for Manitoba and Saskatchewan

#### ALBERTA DISTRIBUTORS:

Wm. F. HEIDEL  
Lethbridge, Alta.

M. A. PEACOCK  
Calgary, Alta.

# Nilson

### Using Window Display in Selling Cream Separators

On this page we show the reproduction of a photograph of the display window of J. B. Kenaghan of Prince Albert, Sask. Mr. Kenaghan is the Sharples dealer in that town, and has a great belief in the utilization of his window space as a means of increasing the demand for Sharples cream separators in his district. Sharples dealers throughout the Canadian West will be particularly interested in this window arrangement, as it is the regular display for show windows which the Sharples Separator Company furnishes to all their dealers, free of charge. Every Sharples dealer who has window space available should procure the necessary cards and trimming for this display, as it forms a tasty and attractive window which is sure to arouse local interest, and hence increased separator business. Mr. Kenaghan is especially interested in the development of cream separator sales, and is a firm believer in the efficiency of a good floor lay out and the use of his windows in pushing his various lines.

Coupled to this he advertises locally, uses Sharples signs, and interests the farmers in his district by topical separator literature and circular letters. The result is satisfactory to both Mr. Kenaghan and the Sharples organization, who consider him in the "star" class as an exponent of the suction-feed cream separator.

Dealers who visit Brandon Fair this year will have an opportunity of seeing the display made at that annual event by Mitchell and MacGregor, Brandon, who

are Sharples distributors for Manitoba. This firm also makes use of the Sharples aids to bigger separator business, and spread the gospel of publicity among the Sharples dealers whom they supply in Manitoba territory.

The hardware business of Mitchell and MacGregor was established in 1881 and has been carried on in Brandon continually ever since. They have four branch stores in Alberta, as well as their representation in Manitoba. They took on the distribution of Sharples Suction-feed Separators and have surely done a successful and profitable business with this line. They now handle all the Province of Manitoba on a jobbing basis, having over seventy dealers whom they supply. Sharples Separators are purchased by this firm in carload lots.

The officers of this firm are progressive men who understand their business thoroughly. F. C. Mitchell is president, J. H. MacGregor is vice-president and Alex. McDonald is secretary-treasurer.

### Merger of Swedish Implement Factories

The Swedish company, Arvika-verken, was recently included in the Baltic company in that country, and the combine have bought out the plant interests of the Gavle Agricultural Implements Corporation. The latter is the largest of its kind in Sweden and makes the "Radix" and "Drott" seeders. The Baltic company makes separators and other creamery supplies. Arvika-verken owns Kullberg & Co. A/B, Katrineholm, and the Sandbackens works, which make ben-



Window Display of J. B. Kenaghan, Sharples Dealer at Prince Albert, Sask.



zine, petroleum, and crude-oil motors and Vallo, thrashing machines, and Aktiebolaget Joh. Thermanius and Son, Hallsberg, manufacturers of agricultural implements and thrashing machines. The Baltic company has in this way become a strong competitor of foreign manufacturers of agricultural implements, especially American concerns.

#### Tractor Development

More than two hundred concerns are now in existence who manufacture tractors, or practically twice what there was in 1914. In fact, concerns are being organized to manufacture tractors so rapidly that it is hard to say which concerns are actually selling and which have merely a tractor in some stage of development. Beyond the older companies, who were in the business in the early years of tractor development, when the heavy machines were in vogue, there are but few concerns who have long years of experience behind them. But few can claim to be pioneers in the business.

The International Harvester Company, for instance, manufactured its first farm tractor in 1906 and has been gradually increasing its tractor operations during the

last twelve years. The Harvester Company now has three immense factories, two in Chicago and one in Milwaukee, covering a total of 135 acres, which are largely devoted to the manufacture of farm tractors.

From the time when it operated only on gasoline and was built on a scale providing a great number of horse power and selling for a price within reach only of the large farmer or ranchman, the tractor has been developed

to the point where now it operates successfully on kerosene and is adaptable in size and price to the everyday needs of the average farmer.

Use your window space.



## SUMMER CIRCUIT TOURS



TO  
VANCOUVER AND VICTORIA

with a Side Trip to

ALASKA

HEALTH REST RECREATION EDUCATION

IF YOU TRAVEL

Grand Trunk Pacific Ry. and Grand Trunk Pacific Steamships

Jasper and Mount Robson Parks, Maligne and Pyramid Lakes, Mt. Edith Cavell and Mt. Robson, Bulkley and Nechaco Valleys, along the magnificent scenic Skeena River, thence in finest steamships in regular service, meals and berth included, on steamships "Prince Rupert" and "Prince George"—plying in sheltered waters of the "inside passage" and other untold wonders await the pleasure-seeker.

2,360-Mile Ocean Voyage in Placid Waters through the "Norway of America" in greatest comfort and on to the Land of the Midnight Sun

For further particulars, write or call on any agent of the Grand Trunk Pacific Ry., or W. J. QUINLAN, District Passenger Agent, Union Station, Winnipeg, Man.



SAVE TIME AND MONEY---TRAVEL GRAND TRUNK PACIFIC

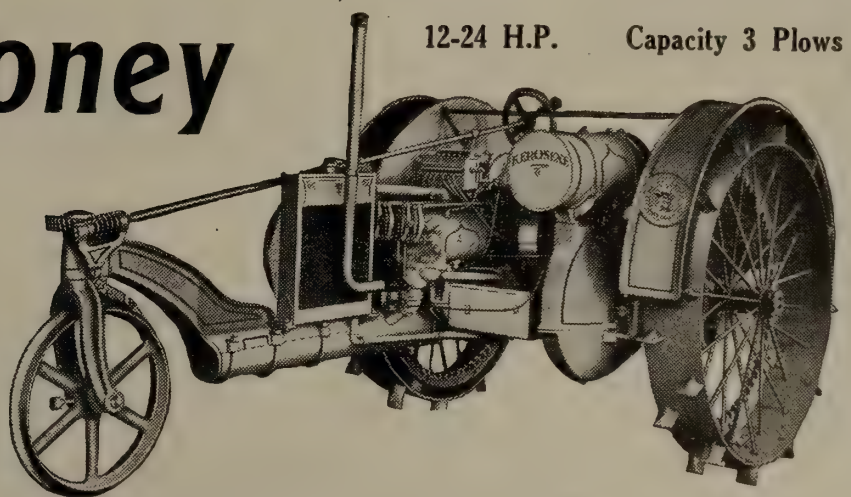


# There's Big Money in selling the Happy Farmer Tractor

JUST as surely as fall comes, scores of Happy Farmer Tractors will be sold throughout Manitoba and Saskatchewan. Those who sell them are going to get a good, substantial commission **in actual cash**. Are you going to get your share of this extra money? Can you afford to miss it?

Don't let to-night pass without asking us to send our proposition. Some territory is taken up, of course, but there are still many of the better points without Happy Farmer representatives. It costs you nothing but a postage stamp to find out all about it.

SEE THE HAPPY FARMER AT BRANDON FAIR  
and LIGHT TRACTOR PLOWING DEMONSTRATION



12-24 H.P.

Capacity 3 Plows

## The Tractor That Stays Sold

Built to give service—and gives it. Has perfect balance, simplicity, light weight, accessibility, strength, short turn, surplus power, steel cut gears running in oil, Hyatt roller bearings, high and constant plowing speed. It will do anything any other tractor in the same class will do—and do it better. It will do more and better work than the best horses.

ASK FOR DETAILED SPECIFICATIONS

HAPPY FARMER COMPANY, LIMITED

(References, Bank of Montreal)  
225 Curry Block (Opposite Post Office) Winnipeg, Man.

Branches and Service Stations:  
Cor. 7th Ave. and Halifax St.  
REGINA, SASK.

THE TRACTOR CO.  
SASKATOON, SASK.



### A New Distributing Concern in Winnipeg

The firm of Robinson-Alamo Limited were recently granted a Dominion charter and have opened a commodious salesroom and offices at 140 Princess St., Winnipeg, Man. This concern will have the exclusive distribution for Empire Milking Machines, Empire Cream Separators, Alamo Farm Lighting Plants and Alamo Gasoline Engines. They will cover territory for the above lines from the Great Lakes to the Pacific Coast and have the British Columbia agency for the entire Empire line. Travellers will be appointed to every western territory and repair stocks will be placed at central points so that dealers handling these lines will be assured prompt service of the Empire and Alamo lines.

The manager of the new organization is W. N. Robinson, who is well known to implement dealers throughout Western Canadian territory. Mr. Robinson was formerly Western sales manager for the Empire Cream Separator Company, Canada, and has an intimate knowledge of western conditions and western business. On this page we reproduce an excellent photograph of Mr. Robinson, whose genial personality will be remembered by the many dealers whom he has visited during his trips throughout the West.

W. N. Robinson was born in Sussex, N.B., a little over thirty years ago. He was educated in the local schools and after graduating he entered the employment of a large manufacturing concern in that town who did a big production in threshing machines and refrigerators. For seven years Mr. Robinson was connected with this organization, giving an invaluable insight into manufacturing in all its phases, while he merged into the executive and sales side of the business, securing a combined experience of production and sales which formed a thorough training for the farm machinery business.

Leaving this concern he entered the staff of the Empire Cream

Separator Co. of Canada, being appointed western sales manager. For over a year Mr. Robinson served this well-known organiza-



W. N. ROBINSON  
Manager, Robinson-Alamo, Ltd.

tion in western territory, specializing particularly in the sale and installation of Empire milking machines, in which line he is an expert. Mr. Robinson has installed Empire milkers at several of the leading Western Canadian agricultural colleges and has done

excellent work all over the territory in showing dairy farmers the value and economy of the modern milking machine.

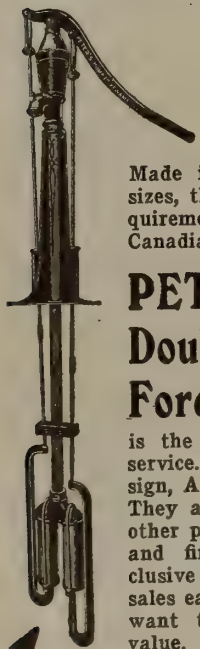
The secretary-treasurer of Robinson-Alamo Limited is Mr. A. E. Bailey, a gentleman who has had considerable experience in dairy equipment lines. With men who have expert knowledge of this type of machinery at its head and possessing marked executive ability, Robinson-Alamo Limited, should do a successful business throughout the Canadian West in the sale of their lighting plants and dairy equipment lines.

The Empire mechanical milker is well and favorably known to dairymen and farmers all over America. This machine milks by natural air pressure and with a small Empire mechanical milker of one double or two-cow unit a man can milk 20 to 30 cows per hour, says the company. A single unit is capable of working 10 to 15 cows per hour. The vacuum pump is driven by a gasoline engine or any suitable power. It draws the air from the vacuum tank and the suction thus created is conveyed from the tank to the stalls along the pipe line. The suction acting on the pail gives an alternating vacuum and atmospheric pressure on the rubber tubes in the teat cups giving a sucking pull on the teat—exactly duplicating the suction and relief of the calf—nature's perfect milking machine.

The efficiency of the Empire cream separator is well known and the company claim its marked superiority both in skimming qualities and durability.

Alamo Unit Lighting plants have a very good reputation in the United States and are used in a great many farm homes. These lighting systems are made in three sizes—75, 100 and 120 light capacity. The remarkable feat-

## PETERS PUMPS



Gives More Water  
in Less Time with  
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

### PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:  
Get Peters' Pump  
Proposition  
for 1918

ALWAYS  
DELIVER  
THE WATER

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Newane, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

## PEERLESS PERFECTION

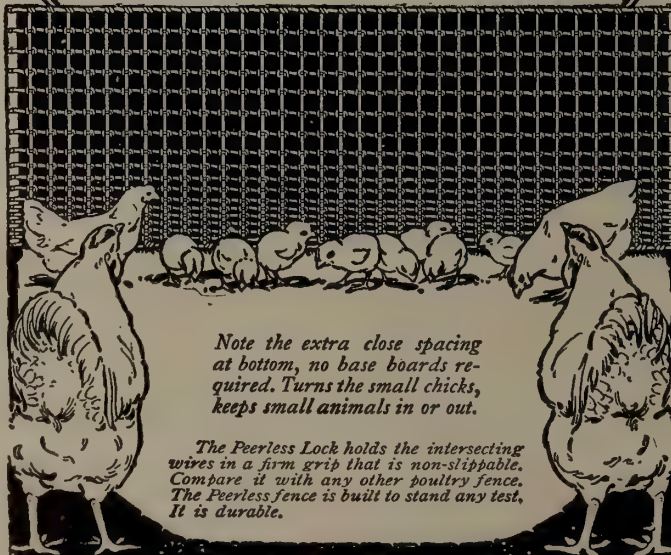
The fencing upon which you can build a reputation and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

### Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.  
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slipable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

## PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work. We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.  
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL  
Phone 607

19-6th Street Brandon, Man.



ure about the Alamo Lighting plant is its silent and vibrationless operation. The power is supplied by the Ide super-silent motor, running so evenly that the whole unit can be set upon an ordinary kitchen table, on which it runs as easily as upon a concrete floor. The engine has no poppet valves. It is of the rotary sleeve type—one of the most advanced principles in gas engine construction. Ample water cooling, magneto ignition and force feed lubrication are other features in this engine. So automatic in operation is this plant that a woman or boy can take care of it. It starts at the touch of a button and stops automatically when the storage battery is charged, the water in the tank is low, or the oil low in the crank case.

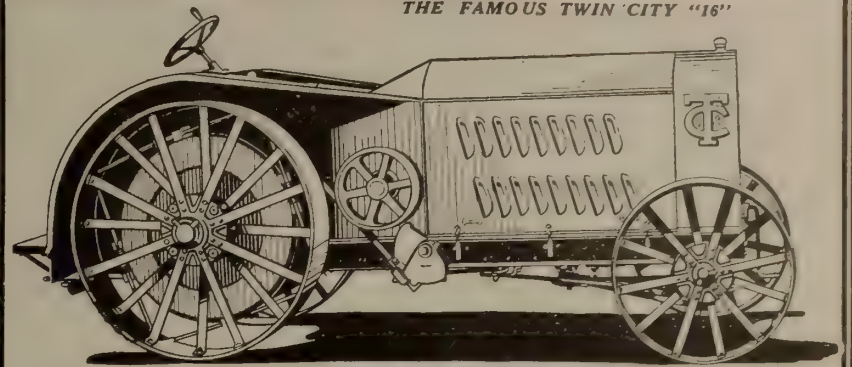
#### The Avery Line at the Fairs

Manager I. J. Haug, of the Canadian Avery Co., Winnipeg, reports that he will have a very complete line of Avery tractors, threshers and plows on view at the Fairs at Saskatoon, Brandon and Regina. The Avery organization have always been noted for the excellent exhibit they put on, and this year it will be better than ever. Mr. Haug states that at the light tractor plowing de-

monstration at Brandon, July 23-25, he will have four sizes of the Avery tractor in operation, the 5-10, 8-16, 12-25 and 18-36 h.p. sizes. These will handle one, two, three and four-bottom plows respectively and should make a fine showing of the scope of the Avery line so far as tractors are concerned. On the grounds Manager Haug will have his Yellow Fellow and Yellow Kid separators in operation.

#### Simmons with Appleton Mfg. Co.

The Appleton Mfg. Co., Batavia, Ill., announces the transfer of W. K. Simmons to Michigan territory. Mr. Simmons represented the Dain Mfg. Co., Ltd., in Canada, and later the John Deere Plow Co. in Western Canada for several years, returning to the United States and representing the Moline Plow Co. in north Michigan. He established a broad acquaintanceship with the trade there. For the past year Mr. Simmons has covered central Illinois for the Appleton Mfg. Co., but on account of territorial arrangements, will cover western and northern Michigan, with head-quarters at Kalamazoo. His many friends in the trade in the Canadian West will be glad to hear of Mr. Simmons's appointment to his new post.



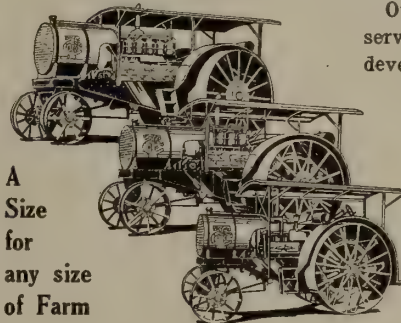
## The Twin City Line

THE WORLD'S LEADING OIL TRACTORS

16, 25, 40 and 60 Drawbar H.P.

ALL SIZES BURN KEROSENE, DISTILLATE and GASOLINE

Dealers: Secure the Twin City Contract



Our Tractors have stood every test of service during all the years of tractor development. Each Twin City, from the largest to the smallest, is the best tractor in its class. If you value permanent tractor business, secure the Twin City Contract. See the Twin City line at the leading Western Fairs.

Write for Literature, Prices and Particulars

Minneapolis Steel & Machinery Co. of Canada, Limited  
923 LOGAN AVE. WEST WINNIPEG



SAVES  
GRAIN,  
MEN,  
TEAMS,  
TIME  
AND  
MONEY

# STEWART SHEAF LOADERS SAVE SERIOUS LOSSES

Dealers: Order Now to Ensure Delivery

We require every bushel of grain that Canada can produce. With hand pitching the average loss of grain is two bushels per acre. Can we afford to allow this grain wastage? Stewart Sheaf Loaders get all the grain. They pick up all the loose grain about the stacks that hand pitchers leave to rot; they save men, wagons and horses. These machines guarantee your customers economical harvesting. They replace an average of FIVE MEN on every outfit and do the work better than the most skilful help. Over 2,000 are in use in Western Canada. Ask for testimonials from satisfied users. Our output will be limited. Send your contracts now to avoid disappointment.



LOWERS THE  
COST OF HARVESTING

## We also Manufacture STAUDE MAK-A-TRACTORS

The most efficient tractor attachment on the market. Attached to a Ford it gives your customers a tractor of guaranteed four-horse ability. Any boy, girl or woman can operate it. Cost

complete, F.O.B. Winnipeg, \$295.00. Plows deeper and faster than horses. Hauls the binder or any other machine. The Mak-a-Tractor clamps on with four bolts; no holes to bore. Twenty minutes changes the car to a tractor.

We also manufacture a full line of separators for light tractor use or combination adaptation. Write for sizes, prices and full particulars.

STEWART  
SHEAF  
LOADERS  
will be shown at  
leading Fairs

Dealers: Get full particulars and prices on Stewart Sheaf Loaders, Threshing Separators, and Staude Mak-a-Tractors. Write To-day.

THE STEWART SHEAF LOADER CO. LIMITED

470 MARTIN AVENUE

WINNIPEG, MAN.

See Staude  
Mak-a-Tractor  
at Brandon  
Tractor  
Demonstration



### Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

**J. M. M., Sask.**—What you require is evidently a hay buncher. There are no firms in the Canadian West who handle these, so far as we are aware. The following concerns manufacture this type of attachment:—Acme Harvesting Machine Co., Peoria, Ill.; Eckhardt Mfg. Co., St. Paul, Minn.; F. Blocki Co., Sheboygan, Wis.; Gaterman Mfg. Co., Manitowoc, Wis.

**R. & Co., Sask.**—K 42, two halves, sand band, and O.B. 261, hub for hind wheel, are parts for a Monitor sulky plow, made by the Minneapolis Plow Works, Minneapolis, Minn. Write the factory direct for replacements.

**A. D., Man.**—Repairs for a Moody mower can be obtained only from the manufacturers, The Matthew Moody & Sons Co., at Terrebonne, Quebec.

**J. G., Alta.**—Repairs for the Barker weeder and mulcher for garden use, and new machines can only be secured from the Barker Mfg. Co., David City, Nebraska. Write them direct.

**J. A. T., Man.**—To obtain repairs for a Stoughton wagon, write the manufacturers, the Stoughton Wagon Co., Stoughton, Wis.

**A. & S., Man.**—New plates for a 12-inch Joliet feed grinder can be procured only from the makers, the Joliet Steel & Iron Foundry Co., Joliet, Quebec.

**W. H., Man.**—A new wheel for an Iron Age cultivator can be procured from the Bateman-Wilkinson Co., Toronto, who handle this line in Canada. The Gamble tractor hitch is manufactured by J. W. Gamble, Boone, Iowa.

**B. C. F., Sask.**—Drill part F 49 is the rock shaft iron for a Dowagiac drill made by the Dowagiac Drill Co. at Dowagiac, Mich. Write direct for repairs, or to the Acme Harvesting Machine Co., Minneapolis, Minn.

**E. & B., Sask.**—Boxings for disc harrow, B 656, B 658 and B 659 are for a Moline disc harrow. For repairs write the John Watson Mfg. Co., Chambers St., Winnipeg.

**L. A., Sask.**—Plate for feed cylinder, marked H 140 is for a grinder made by the Bauer Bros. Mfg. Co., Springfield, Ohio. Write direct for repairs.

**L. J. G., Alta.**—Casting R 70 is the cast spindle for axle on a Sterling sulky rake made by the Sterling Mfg. Co., Sterling, Ill. Write the factory direct for repairs.

**D. E., Man.**—Repairs for an "Iowa" cream separator can only be obtained from the makers, the Associated Manufacturers Co., at Waterloo, Iowa.

**M. C., Sask.**—The "Ottawa" portable elevator is not made in Canada. New sprockets would have to be procured from the factory. Address King and Hamilton, Ottawa, Illinois.

**B. & G., Sask.**—You can obtain repairs for an American well drill by writing the American Well Works, of Canada, at Chatham, Ont.

**A. O. Man.**—The "Defiance" is a plow made by the La Crosse Plow Co., La Crosse, Wis. Repairs can only be had direct from factory.

The largest single industry in Canada is agriculture—and the farm equipment dealer is its supply man.

### Push Wood Saw Trade

In those days when we hear on every hand the rumors that this winter the Canadian West will face a probable coal shortage, there arises a good opportunity for the implement dealer to build a good demand for wood saws for farm use. We must conserve coal, and in many districts the use of wood will solve the problem.

The dealer is in close touch with the farmers in his territory and should know whether they can procure timber for fuel.

One reason why more wood is not burned in country homes is the absence of sawing machines. It is easier to handle coal than to saw wood by hand. By pushing the sale of sawing machines the dealer can help to solve the coal problem. For the sake of his country he ought to be willing now to arouse interest in these machines. Nearly every farmer nowadays has the power required to run the saw. If an individual farmer thinks he cannot afford to own a sawing machine, suggest a neighborhood purchase, anything to increase the use of wood fuel and relieve the coal shortage.

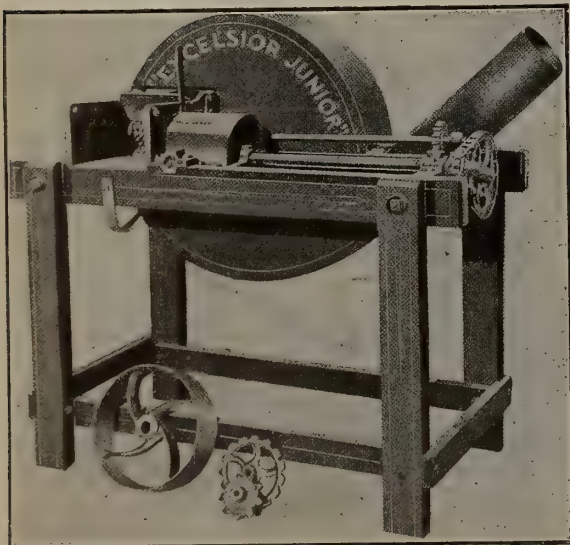
Coal must and will be provided for our ships. With many farm-

ers, burning wood may be the only alternative next winter. It is well to warn them of the danger, so that they may make suitable preparation.

### A New Shock Loader

A timely implement in view of the labor shortage on the farm is the Myers shock loader now being made and sold by Munson and Thomson, Inc., St. Paul, Minn. With this equipment the team attached to the wagon keeps walking along at the regular gait without stopping or slowing up.

The lifting arm is attached with steel hinges which raise and lower it. On one rear wheel is attached a powerful clutch band which acts as a gripping device. As the fork enters the shock or bundle, it rises and deposits its load in the rack and gently falls to its first position, reset for action and ready for the next shock or bundle. A small trip rope in the driver's hand provides complete control of the outfit at all times. The loader can be attached to a wagon in a short time, says the makers, and is just as quickly removed without marring the wagon in any way. This machine was recently demonstrated in Winnipeg, and aroused considerable attention.



## "EXCELSIOR JUNIOR" Blower Feed Cutters

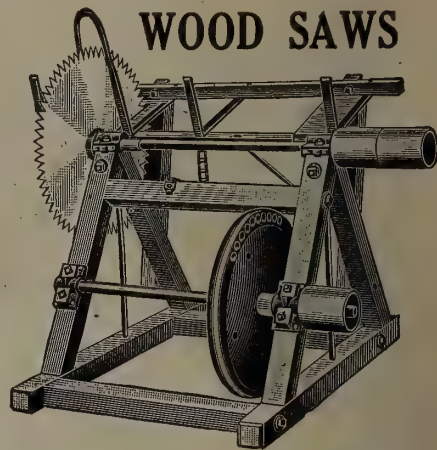
WE SELL SEVEN STYLES OF FEED CUTTERS—HAND, HORSE or ENGINE POWER

You can sell the "Excelsior Junior" Feed Cutter to any farmer with from 5 to 15 head of stock. Built for service—a great labor-saver. Blower attachment on fly-wheel carries feed to any part of the barn, or elevates it any height up to 20 feet. Blower connection fits common 6-inch stove pipe. Only 4 to 6 H.P. required, by Engine, Windmill or Sweep Horse Power. Cuts and elevates  $\frac{1}{2}$  to  $\frac{3}{4}$  ton of feed per hour. Cuts three lengths  $\frac{1}{2}$  to  $1\frac{1}{2}$ -inch, by means of change gears; 9-inch throat, two concave high-grade steel, finely tempered knives. Pulley, 12x4 inches. One lever starts, stops and reverses. Weight, 325 lbs. Get our Prices.

## WATSON'S HARDWOOD FRAME

Coal shortage this year means that the farmer will be in the market for wood saws. Watson's saw frames are the best made. Built with solid steel shaft and boxes; extra heavy solid balanced flywheel. Three 5x6 inch pulleys. Rigidly braced hardwood frame—made to stand great wear and tear. Complete saw mandrels supplied separately if desired. Ask for prices of our cordwood and pole saws. Order your stock early and meet the demand.

## WOOD SAWS



Write for Prices and Particulars of any Item in our Line

### THE WATSON LINE INCLUDES:

Whiffletrees	Barrel Skids
Root Pulpers	Boss Wood Harrows
Bevel Jacks	Light Delivery Sleighs
Push Carts	Boss Steel Harrows
Horse Powers	Feed Cutters (seven styles)
Farm and Bush Sleighs	Harrow Carts
Wheel Barrows	Warehouse Trucks
Channel Steel Harrows	Grain Grinders
Roller Crushers	Pump Jacks
Wood and Pole Saws	"Viking" Cream Separators
Hand and Power Washing Machines	

### WE CARRY REPAIRS FOR

Moline Plows and Disk Harrows; Monitor Drills; Mandt Wagons and Trucks; "National" and "Mandt" Manure Spreaders; Adriance Binders, Mowers and Rakes. We also handle Janesville Plows, Disk Harrows, etc.

## Watson's Washing Machines

Help your lady customers take the drudgery away from washday by selling them our hand and power washers. Below we illustrate the I.X.L. High-Speed Washer—the easiest driven and most efficient washer made. Finely finished red cypress tub; large opening for clothes. Washes quickly and perfectly with no damage to the finest fabrics. Get our prices and go after washer trade.



*John Watson Mfg. Co.*  
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.



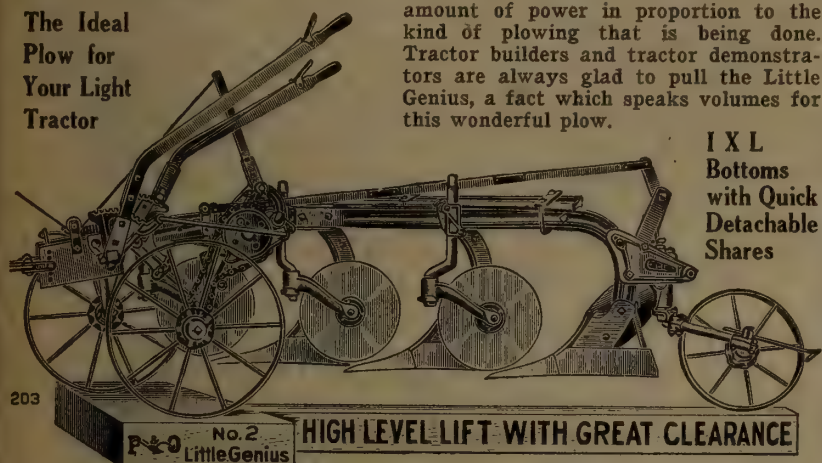


## Little Genius Tractor Plows

There comes a time in the history of any first-class article when its name is sufficient guarantee of its quality. The name "P&O Little Genius" stands for the very highest attainment in the art of tractor plow building. Its reputation is based upon three years of perfect performance in the field. It turns the soil perfectly, it stands up under the hardest kind of work. Its simplicity and the ease with which it is handled enables the tractioneer to devote his whole attention to the tractor except for one instant at each end of the field to pull the trip rope. Simple adjustments make it easy for anyone to adjust the plow.

Write for Descriptive Literature

The Ideal  
Plow for  
Your Light  
Tractor



It is a plow which demands a minimum amount of power in proportion to the kind of plowing that is being done. Tractor builders and tractor demonstrators are always glad to pull the Little Genius, a fact which speaks volumes for this wonderful plow.

I X L  
Bottoms  
with Quick  
Detachable  
Shares

HIGH LEVEL LIFT WITH GREAT CLEARANCE

Made by PARLIN & ORENDORFF CO., Canton, Ill., U.S.A.

**International Harvester Co. of Canada, Ltd.**

SALES AGENTS FOR CANADA

WINNIPEG BRANDON REGINA SASKATOON NORTH BATTLEFORD  
YORKTON ESTEVAN CALGARY EDMONTON LETHBRIDGE

## PROVINCIAL EXHIBITION

Brandon, Man. July 22nd to 26th, 1918



A BIRD'S EYE VIEW OF THE MACHINERY DISPLAY AT BRANDON FAIR

### MANITOBA'S ONLY BIG EXHIBITION

The Exhibit of Farm Machinery and Implements will be worth coming hundreds of miles to see. It's where Machine men and Farmers' meet and do business.

### LIGHT TRACTOR PLOWING DEMONSTRATION

The third Light Tractor Plowing Demonstration will be the biggest event of its kind ever held in Canada. Scores of Tractors will plow, purely a Demonstration—not a contest—Farmers and Dealers see the different Tractors and Plows working under similar conditions.

### IMMENSE LIVE STOCK EXHIBITS

Horse and Auto Races

Grand Program of Attractions

### IT'S THE FARMERS' ANNUAL HOLIDAY

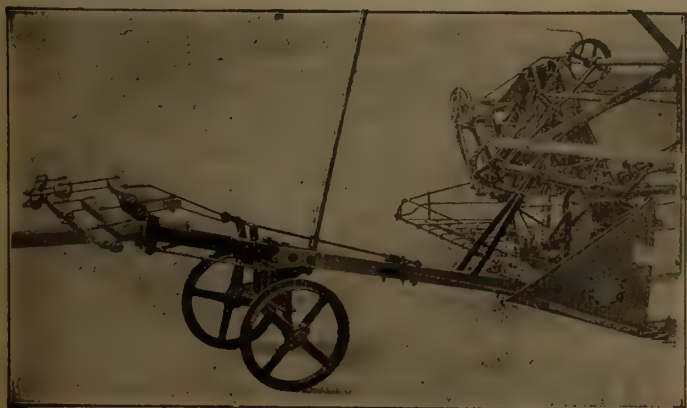
Special Exhibition Rates on all Railroads

Write for Prize List

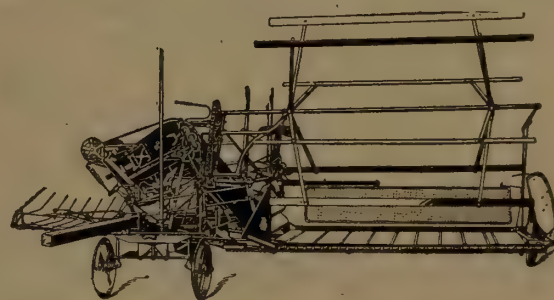
R. M. MATHESON, President

W. I. SMALE, Secretary

**TO THE McCORMICK DEALER:** You may have seen recently the advertisement at the right, under the picture of the binder. It is one of the McCormick binder advertisements now appearing in the farm and thresher papers of Canada. It tells its own story. The Canadian dealer must realize in this critical year that there is not only a big opportunity in binder sales, but that it is his duty to begin his campaign early to assist in putting this year's harvest over without loss or delay.



The McCormick tongue truck keeps the McCormick binder running steadily and makes it easy to turn corners. It is furnished regularly with all 8-foot machines. It can be supplied for 5, 6 and 7-foot machines on special order at additional cost.



**WHEN** your crops are ready for cutting, **McCORMICK** binders and twine insure the harvesting of the whole crop. No matter whether the grain be heavy or light, tall or short, standing or down, lodged and tangled, a **McCORMICK** binder cuts and binds it all without waste.

**McCORMICK** harvesting machines and binder twine, always efficient, are better than ever this year, when every bushel of grain is needed. Remember this when you come to buy your binder and twine for the season's work. Remember, too, that the larger sizes conserve labor. Buy the largest binder you can use, and buy a new machine if there is any question at all about the efficiency of the old one. A new **McCORMICK** binder is absolutely reliable.

You can be sure of having your new machine on time by placing your order with the local dealer as soon as possible, or writing the nearest branch now for catalogues. The dealer will appreciate having your order early so that he can give some service to your neighbors who delay. And the world will appreciate it!

**International Harvester Company of Canada, Ltd.**

#### BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.  
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



## GOOD CARS ARE IN DEMAND

Throughout the West automobiles are more and more in demand owing to restricted railway facilities. Cars which have for years proven their reliability are the cars that sell. The demand for cars in this class is such that factory production is taxed to the limit. That's why dealers should arrange without delay for their orders of

## GRAY-DORT and REO

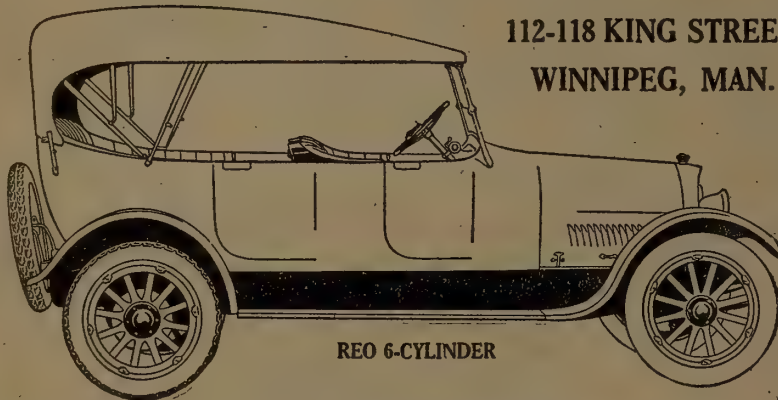
These cars are ahead of all others, regardless of price, because of their in-built quality, power, performance and reliability. The insistent demand for Gray-Dort and Reo cars shows that the motor-buying public acknowledge them as leaders in automobile value, at reasonable prices. Their mechanical excellence is such that the dealers' profits are not absorbed by selling and service expense. But deliveries are uncertain, and we advise you to specify your fall requirements right away. Ask for our list of used cars and trucks. Choice bargains at snap prices.

SEE OUR LATEST MODELS ON DISPLAY DURING BRANDON FAIR, JULY 22-27. EXHIBITED AT RELIANCE MACHINE & MOTOR CO.

## JOSEPH MAW & CO., LIMITED

FACTORY REPRESENTATIVES

112-118 KING STREET  
WINNIPEG, MAN.



REO 6-CYLINDER

## The Big Bull Dog

Here we show our 64-inch Mill, with Screenings Sacker and Wagon Box Elevator. Order your supply now for Fall Trade. Immediate delivery guaranteed.



Note double auger conveyor; one for screenings—one for seed grain.

The 64-inch mill is equipped with a double auger conveyor, heavy babbitted boxes and double eccentrics. Very strong construction.

Capacity 125 bushels per hour. We manufacture Bull Dog Mills in eleven sizes. There's a type to suit every customer. Get the Agency.

Dealers: See the Complete Bull Dog Line of Grain Cleaners at Saskatoon, Brandon and Regina Fairs.

## TWIN CITY SEPARATOR CO., LIMITED

Off Logan Ave. on Quelch Street Winnipeg, Man.  
Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

## T-A STIFF TOOTH CULTIVATORS

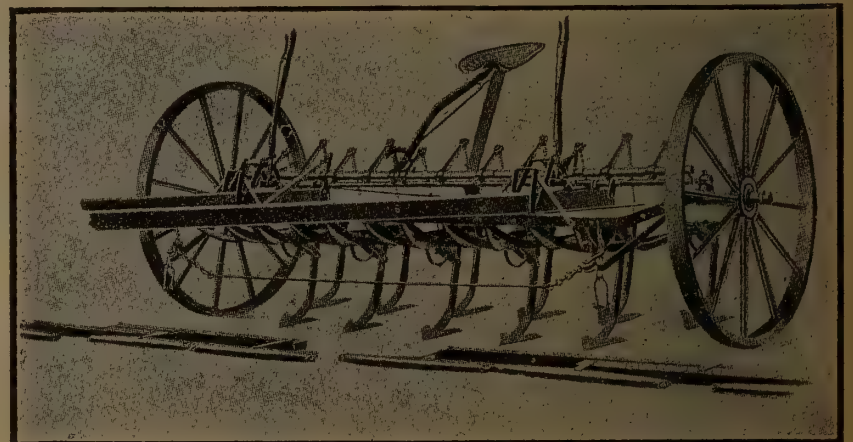
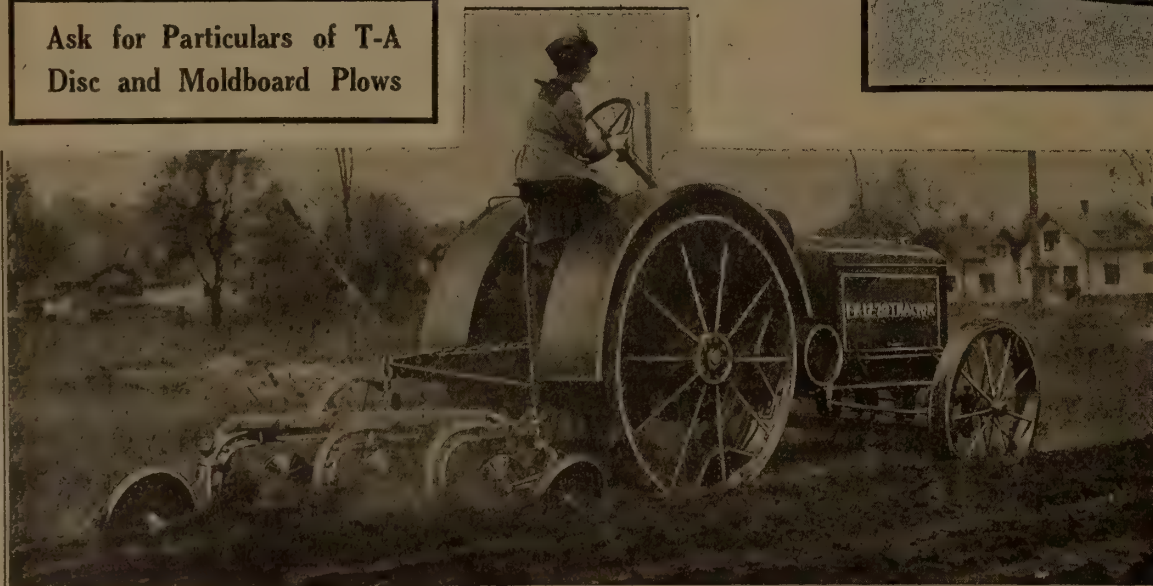
EVERY FARMER REQUIRES THIS WEED KILLER

Built in Three Sizes: 7, 9, and 11 Teeth

For thorough cultivation and weed eradication the Tudhope-Anderson Cultivator is the best machine sold. Heavy, strong, yet light in draft. Exceptional clearance. Stiff, sagless frame. Individual, adjustable pressure on each tooth. Easily operated mechanism for raising or lowering. Hard, open hearth, crucible steel points; any size points supplied as desired. Ask for full particulars.

Good Stock on Hand—We Guarantee Prompt Delivery

Ask for Particulars of T-A  
Disc and Moldboard Plows



## E-B 12-20 H.P. Kerosene Tractors

The E-B 12-20 is the one tractor that can be successfully operated by a woman or boy. Easily controlled; has motor driven plow hoist. Handles three plows with ease. Equipped with Hyatt roller bearings. An ideal machine for seeding, harvesting, hauling and threshing. The 1918 model gives 25 per cent MORE POWER than before. A leader in design, materials and construction. We are Manitoba distributors. Write for agency contract and full particulars—NOW.

SEE THE E-B 12-20 TRACTOR  
AT BRANDON EXHIBITION

**TUDHOPE-ANDERSON CO., LIMITED**  
WINNIPEG REGINA SASKATOON CALGARY



# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 8

WINNIPEG, CANADA, AUGUST, 1918

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10 Cents)



## UNION BANK OF CANADA

Established 1865

HEAD OFFICE WINNIPEG  
Paid-up Capital ..... \$ 5,000,000  
Reserve Fund ..... 3,400,000  
Total Assets, over ..... 140,000,000

Hon. President—SIR WILLIAM PRICE  
President—JOHN GALT, Esq.

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London, England, Branches 6 Princes Street and  
West End Branch, 26 Haymarket, S.W.

New York Agency, 49 Wall St., New York City.  
Geo. Wilson, Agent.

Head Office: Winnipeg

This bank, having 305 branches in Canada, extending from Halifax to Prince Rupert, offers excellent facilities for the transaction of every description of banking business. It has correspondents in all cities of importance throughout Canada, the United States, the Continent of Europe, and the British Colonies. Collections made in all parts of the Dominion, and returns promptly remitted at lowest rates of exchange.

Winnipeg, Main St. Branch, R. H. BAIRD, Mgr. Portage and Garry Branch; F. J. BOULTON Mgr.

## INSURANCE

OF ALL KINDS

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Employers' Liability Assee. Corp., London, Eng.

### FIRE AND AUTOMOBILE

The London Mutual Fire Insurance Co.

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The Millers National Insurance Co.

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The General Animals Insurance Co.

For Local Agencies Apply:

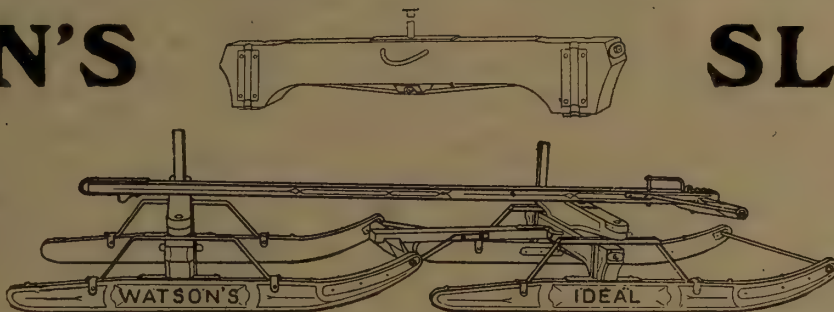
## CARSON & WILLIAMS BROS., LIMITED

30 CANADA LIFE BUILDING, REGINA  
114 P. BURNS' BUILDING, CALGARY  
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## WATSON'S

### Canada's Standard

We have instituted more practical improvements on Sleighs than any other manufacturer. This line is our specialty. In design, material, finish and value our Sleighs are the leaders.



## SLEIGHS

### Biggest Carrying Capacity

It's the way we make them. Size for size, carry heavier loads, have lighter draft, and hold the road better than any other Sleigh made. Farmers know—and ask for a Watson's Sleigh.

PREPARE NOW FOR SLEIGH TRADE.

ORDER EARLY AND YOU ENSURE PROMPT DELIVERY

Ideal Sleighs are made in all sizes, Steel or Cast Shoes. The weakest point in a Sleigh is the bench. Note our Special Trussed Bench—a patented feature. The quality of our woods is unequalled: Runners—white oak; Benches—grey elm or oak; Poles and Reaches—heavy white oak. Only well seasoned, straight grained woods are used in Watson's Sleighs. Heavy steel bracing throughout. Scientifically designed runners—point of contact directly below bench. They ride on the top of the road—no skidding. Our Cast Shoes, curved up at rear, allow backing. Now is the time to investigate Watson's Sleighs. Write at once.

WE CARRY REPAIRS FOR ALL MOLINE IMPLEMENTS AND JANESVILLE PLOWS

*John Watson Mfg. Co.*  
LIMITED

CHAMBERS AND HENRY STREETS, WINNIPEG

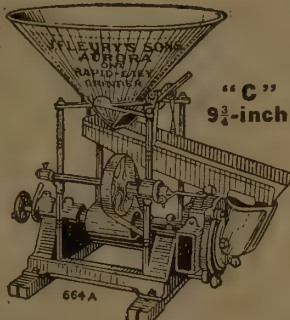
## RAPID-EASY GRAIN GRINDERS

### The Famous Line of Machines

A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled.

A few styles and sizes are as follows:

No. A—6 inch. Plates (Flat) 2½ to 5 H.P.  
No. B—8¼ " " " 5 to 10 H.P.  
No. C—10 " " " 6 to 12 H.P.  
No. C—9¼ " " Mill Head  
Custom Work 5 to 12 H.P.



CUSTOM MILLS:  
No. D—10½ inch Plates (Flat) 8 to 14 H.P.  
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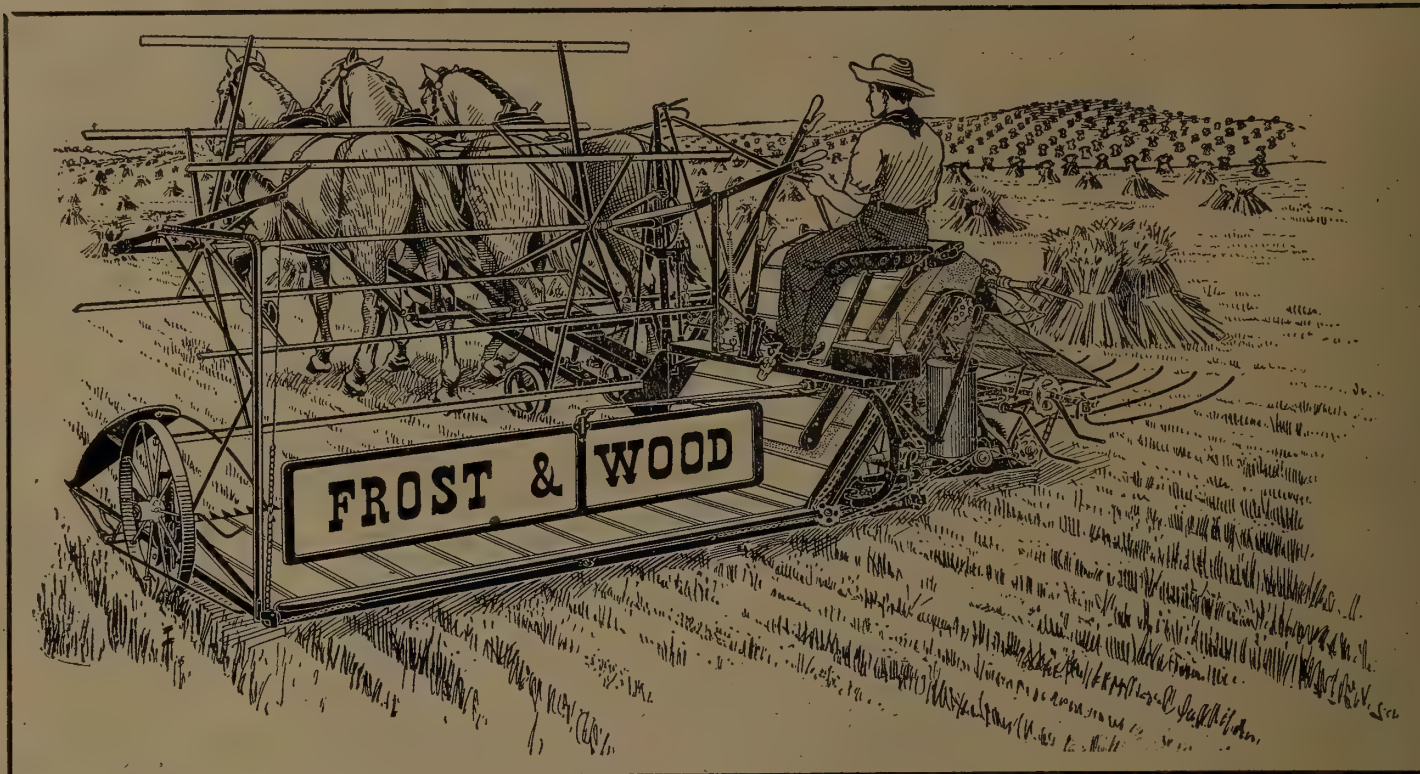
"Only enough for one motorist in fifty"



Dealers Write: MILLER TIRE COMPANY 155 PRINCESS ST. WINNIPEG, MAN.



# NOT A BUSHEL WILL BE WASTED IF THE CROP IS HARVESTED WITH FROST & WOOD BINDERS



**T**ELL your customers why and how these Binders are the most economical to purchase. Their ears will be wide open for such statements---backed up by facts. The man with the light crop is just as interested as his more fortunate brother with a better yield. A new and larger size binder is an absolute necessity on many farms to save this year's crop.

## .. *These Points Appeal Strongly to the Practical Man* ..

**STRENGTH**—Frame and wheels made from high carbon steel. All are securely braced to stand up to the hardest of work.

**DRAFT**—An exceptionally evenly balanced, light-draft machine. All driving shafts, apron rollers, etc., are fitted with roller bearings—making work infinitely easier for the team.

**OPERATION**—Inexperienced help can operate the Frost & Wood successfully. Levers are conveniently placed and easily worked. Handles any kind of crop most satisfactorily.

**ELEVATION**—Elevators handle grain without rolling or threshing out. Knives cut close to the ground, aprons and rollers have a positive force feed action and everything that is cut gets to the sheaf.

**KNOTTER**—Without exception the most successful knotter on the market. Thousands of western farmers testify to its ability.

**POLE TRUCK**—A square turn pole truck saves grain at corners—Automobile type. Prevents all twisting strain on pole and holds machine in correct cutting position.

*Be ready for late business—get your orders in at once. This is the time to be looking ahead for Fall business. The Cockshutt Line is complete—Let us give you full information*

# COCKSHUTT PLOW CO., LIMITED

WINNIPEG REGINA CALGARY SASKATOON



# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 8

WINNIPEG, CANADA, AUGUST, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10c.

## Successful Provincial Exhibition at Brandon, Man. LARGEST MACHINERY DISPLAY EVER SHOWN IN CANADA

The Provincial Exhibition at Brandon, held from July 22-27, and the twenty-third annual fair to be held in that city, was in every respect up to the highest standard set in past years, in both the number of entries and the quality and variety of exhibits. The Provincial Exhibition usually is favored with excellent weather; this year Jupiter Pluvius took issue with Manager Smale and for the last three days of the fair sent down his heaviest artillery. While the attendance was not as high as in 1917 it was remarkable in view of the fact that weather conditions were against the thousands who annually make a motor trip to Brandon during fair week. Good crowds came in on the trains daily and all the hotels were crowded to the roof. The livestock displays were excellent, and in many classes were better than in any previous year. While there was no formal opening to the exhibition things went with a swing from the start and Manager Smale, with his body of able assistants is to be complimented on the excellent way in which the fair was controlled. "W.I." seems to have that valuable quality in a manager—he invariably has something new and attractive to spring upon the public. He is an ideal man for this onerous position, and as the years pass Mr. Smale seems to steadily improve the features at this big event in the province.

Good bands provided music daily, while the platform vaudeville attractions were the best we have seen at Brandon for many years, and up to the standard of the best vaudeville circuits. Despite a heavy track the various horse races were keenly contested and good times were made. The midway attractions and side shows were excellent, interesting and clean shows free from vulgarity and giving sightseers full value for their money. They were the best that Manager Smale has had on the grounds, and that says much. To the south of the grounds, as usual the Indians by

the thousand assembled to hold a week of pow-wows and dances, interspersed by processions in war paint and other diversions of a like nature.

In the Crystal Palace building the Extension Department of the Manitoba Agricultural College had a splendid exhibit showing poultry rearing in all its branches, and interesting work done at the college in horticulture, entomology, field and animal husbandry, soil chemistry, etc. This display was of the greatest interest to the farm folks, who crowded around it daily. The Manitoba Provincial Board of Health put on a most valuable exhibit of great educative value. This exhibit was to show the public the conservation of babyhood—how one baby in every seven dies, usually unnecessarily. Quack medicines, paregorics and other iniquitous "soothers" were exposed, and the fly danger for infection shown by a good model. Tuberculosis was emphasized and preventative measures shown.

### Mammoth Machinery Display

Never in the entire history of Brandon Fair has there been so large a display or so great variety of farm machinery and equipment shown as was the case this year.

Possibly the most noticeable feature was the many types of light tractor represented, but everything that is most up-to-date in the farm implement and machine industry was on the grounds. The farm machinery display occupied its usual position on the south of the fair grounds, covering a tract of more than twenty-five acres. The monetary value of the machinery shown by over seventy-five companies who exhibited their lines represented millions of dollars. In these days of labor shortage the farmer is vitally interested in labor saving machinery and at Brandon he had the opportunity of the year to see the latest and most-up-to-date machines for every conceivable purpose. There is not the least doubt that these machinery displays are immensely profitable to the industry, not only from a selling standpoint, but in educating the agriculturist as to the labor and money that can be saved by the use of modern implements and machines.

The dealer must be enthusiastic and in turn the farmer will become enthused, and one of the best places to obtain added interest is at an attractive machinery or a tractor demonstration such

as we had at Brandon fair. The machinery exhibits at Brandon demonstrated all the newest and improved types of food producing machinery to the public, permitting them to see this machinery in action, see it demonstrated, to analyze it, look at it and compare it with other kinds of machinery made for a similar purpose.

It is a fact that people are given an opportunity to see the machinery, advised, compare it, price it comparatively, and think over the problem when away from home and freed of all those perplexities which arise when so many other things must be attended to at the same time.

On these grounds alone the machinery exhibits at our western fairs are one of the most important factors in the Canadian west, especially in war times.

As in past years, Canadian Farm Implements gives herewith the only complete report of the machinery exhibits at the fair, comprising thousands of machines and displays by nearly four-score manufacturing and jobbing concerns. To those who were not present the following report compiled by Canadian Farm Implements should prove a valuable record for reference as showing from whom the various machines may be procured. The exhibits are given in the order of their location:

### Tractors, Threshing Machinery and Farm Implements

Starting along "Machinery Row" from the extreme east of the farm machinery display grounds, the first exhibit encountered was that of the Ford Automobile Company, represented locally by the McGregor Motor Co. This concern showed three Fordson tractors, one of which was operating in an enclosed space. These machines are stated to be 22-h.p., developing 1800 lbs. drawbar pull. In connection with the exhibit was a display of machined parts of the Fordson, two Oliver No. 7 engine plows and a Ford one ton truck for farm or commercial use.



One of the Display Buildings in Brandon Exhibition Grounds



J. Montgomery, 521 Raglan Road, Winnipeg, showed a Myers stook and hay loader, a machine which can be attached to a wagon. This stook loader has been on the market for some three years. A demonstration of loading was given daily, and farmers were evidently keenly interested in the design of this equipment for saving labor during harvest.

N. J. Dinnen Co., Ltd., Winnipeg, Canadian distributors for Mayers Bros. Co., Mankato, Minn., showed two Little Giant tractors, as made by this firm. The Little Giant is a 16-22 h.p. machine which is of strong design and well finished. A self-registering draftometer attachment shows the load which the tractor is hauling at any time. This concern also exhibited the ball bearings, machined parts and gearing used in the construction of their tractors.

The Stewart Sheaf Loader Co., Winnipeg, had on view one of their 1918 Model loaders, which are stated to be the most efficient sheaf loaders made, saving the farmer time, teams and money in harvesting. The company also exhibited a Staude Mak-a-Tractor attachment for Ford cars, which attachment they manufacture in Winnipeg and sell through the various western Canadian distributors. J. S. Menzies president of the company, was a visitor to the exhibition.

The Canadian Fairbanks-Morse Co., Ltd., Winnipeg, in their large tent had a Wallis 15-25 h.p. tractor on display. This organization now sell the Wallis tractors in Canada, and at the fair these machines were a marked center of attraction. On their display space we observed another Wallis tractor, also two 3-furrow Enicar plows made by the J. I. Case Plow Works, Racine, Wis. These plows, also sold by the Fairbanks organization, were equipped with breaker and stubble bottoms. In the threshing

machine side of their exhibit the company showed a 24x46 combination threshing outfit, operated by a 25 h.p. twin cylinder Townsend kerosene motor, also a 24x46 h.p. Fairbanks tractor special separator, fully equipped, which was being driven by a Wallis tractor. A nice display of Fairbanks Type "Z" engines were in evidence, in 1½, 3, 6 and 10 horse-power sizes. A 3 h.p. Type "Z" engine operated a Hart portable grain elevator. Two Type "F" Fairbanks grinders, Fairbanks farm truck scales and a very complete line of pumps and pump jacks completed this exhibit, which was in charge of E. A. Kemp, sales manager of the Winnipeg branch. C. J. Brittain, Winnipeg manager of the Western Canadian interests of the company and A. J. Turnbull, manager of the Saskatoon branch were also present. J. Keating, expert, and W. Cameron, chief mechanic, Winnipeg, were on hand to give complete mechanical information concerning the various machines.

The George White & Sons Co., London, Ont., and Brandon, showed a 25 h.p. single cylinder White steam plowing engine driving a 36x60 New Challenge separator with all attachments. A 20 h.p. steam engine, 9x10, drove a 32x54 New Challenge separator and an 18 h.p. steamer, 8½x9, a 28x46 separator, fully equipped. The company also showed a All Work 13-26 h.p. tractor, which operated a 28-inch separator. A. White, manager at Brandon, was in charge of the exhibit.

Minneapolis Threshing Machine Co., Hopkins, Minn., and Winnipeg—This concern displayed a 15-30 h.p. "Minneapolis" kerosene farm motor, which was operating a 24x36 Minneapolis separator with all attachments; a 20-24 h.p. tractor drove a 32x52 Minneapolis separator, fully equipped, and another 15-30 h.p. tractor ran unattached. A J. I.

Case 3-furrow plow completed the exhibit, which was in charge of Manager T. H. Roney, Winnipeg branch.

The Waterloo Boy Kerosene Tractor Co., Winnipeg, showed a Waterloo Boy 12-25 h.p. kerosene tractor, driving a 23x36 Aultman-Taylor separator, fully equipped, which line is distributed by the company.

Hart-Parr of Canada, Limited, Winnipeg, had on display one of their New Hart-Parr 18-30 h.p. kerosene tractors, a machine of good design.

The General Utilities Company, Winnipeg, distributors for the Port Huron Engine and Thresher Co., Port Huron, Mich., exhibited a Port Huron 12-25 h.p. kerosene tractor, which operated a 24x40 tractor separator, fully equipped, manufactured by the Stewart Sheaf Loader Co., Winnipeg. Another Port Huron 12-25 h.p. tractor was unattached. They also showed a "Guaranteed" tractor attachment, for adaptation to any make of car, and a 2-furrow Cockshutt engine gang plow. Mr. Wright, president, and John H. Young, manager, of the company were in charge, assisted by J. P. Gudstadt, sales-manager, and L. E. Hunter, factory expert.

The Cushman Motor Works of Canada, Winnipeg, had on display one of the most complete lines of their goods which they have shown at the Western fairs. Representing their thresher lines, a 24 x 46 Lincoln combination thresher was in operation, operated by a 22 h.p. Cushman light weight engine. Another 24x46 Lincoln separator, with full attachments, was operated by the Cushman tractor, a machine developing 10-22 h.p. This was the first appearance of the Cushman tractor at any western fair, and it attracted a great deal of attention. The company had on view a very full line of their fan-

ning mills and seed cleaners and graders including a No. 2 New Superior fanning mill, a Lincoln wild oat separator and grain grader and an "American" wild oat and barley cleaner, a machine of novel design. Prominently displayed was a Dual "A" grain cleaner and grader, the latest addition to the Cushman line, one immersion, and one automatic gravity pickler. Klean Kwick vacuum washing machines were on view in both hand power and engine driven types. Another new Cushman machine was the 13-inch Cushman special high speed grinder, a heavy machine with good capacity and strong design. The display of Shinn-Flat lightning conductors handled by the company was very effective, vanes and points and the famous Shinn-Flat cable being in evidence. The light weight, high speed Cushman all purpose engines were on hand in all sizes, operating the various power driven machines in the exhibit. Three Cushman 4 h.p. binder engines, an 8 h.p., and also the larger sizes were shown. A. E. Donovan, Canadian manager, was in charge of the exhibit which was also attended by President E. B. Sawyer, head of the parent company at Lincoln, Neb. This was Mr. Sawyer's initial visit to Brandon fair, and he was pleasantly surprised at the immense machinery display.

Martin Parker, Tyndall, Man., showed one of his patent safety hitches for tractors. This hitch is very simple in design and is claimed to be remarkably efficient in saving plows from breaking when striking an obstacle.

The International Harvester Co. of Canada, Brandon branch house, this year had on view at Brandon the largest and most comprehensive display of their lines which has been shown at any Canadian exhibition. Manager J. B. Brosnahan was fortu-

## Supply the Demand

The enviable reputation gained by Toronto 1¼ H.P. Pumping Outfits is entirely due to the performance of these machines under all conditions.

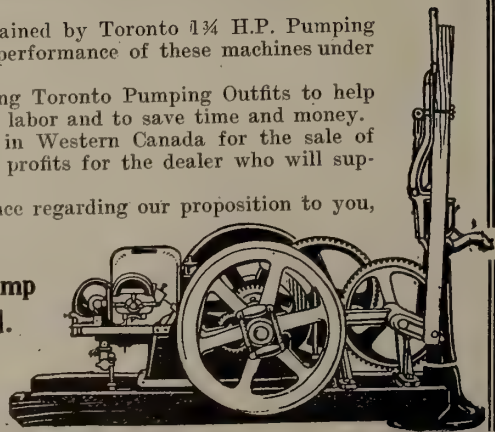
Western farmers are buying Toronto Pumping Outfits to help overcome the shortage of farm labor and to save time and money.

There is a great opening in Western Canada for the sale of these machines, and handsome profits for the dealer who will supply the demand.

Get in touch with us at once regarding our proposition to you, as our agent. Address:

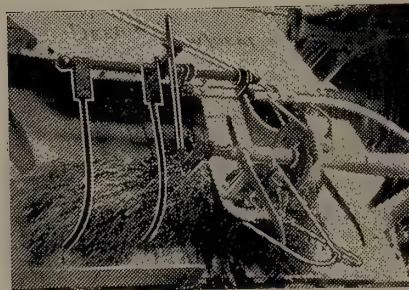
**Ontario Wind Engine & Pump  
Co. Western Branch Ltd.**  
**REGINA :: SASK.**

Branches:  
**CALGARY and WINNIPEG**



## SELL THE Penner Grain Saver

Fits any binder and pays for itself during the first day's cutting. It saves the grain lost on account of threshing out, pulling and breaking of heads by the grain holders on binder. The "Penner" releases the sheaves and automatically regulates straw so that the bundle is firm.



**Agents Wanted  
all over Canadian West**

Get the agency for this Grain Saver. It sells on sight and is a profit builder for the dealer. Low in price. Write at once. Address:

**ARMOUR METAL WORKS**  
1950 ARMOUR STREET - - REGINA

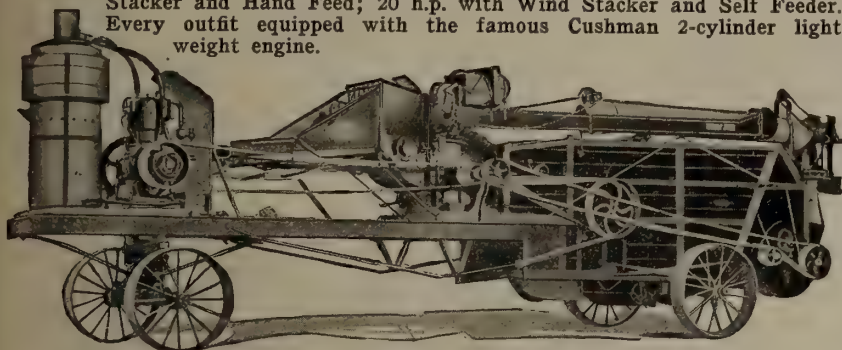


# Cushman Quality Brings Back the Customer

## Sell Cushman Light-Weight Combination Threshers

1918 Model—Tried and Tested—Made in Three Sizes

8 h.p. with Straw Carrier and Hand Feed; 15 h.p. with Wind Stacker and Hand Feed; 20 h.p. with Wind Stacker and Self Feeder. Every outfit equipped with the famous Cushman 2-cylinder light weight engine.



Our 1918 outfits carry many distinct improvements. They have proven to be unequalled for threshing flax. Rigid, strongly braced frame; has sliding base for regulating belt tension. And behind all is the famous smooth running Cushman Light Weight Engine. For good work, quality and durability, our outfits are the best you can sell. Get the agency—now.

## Announcing the Dual Grain Cleaner and Separator



Four times the capacity of old type Mills of equal width

Made in Two Sizes :  
24 and 32 inches wide

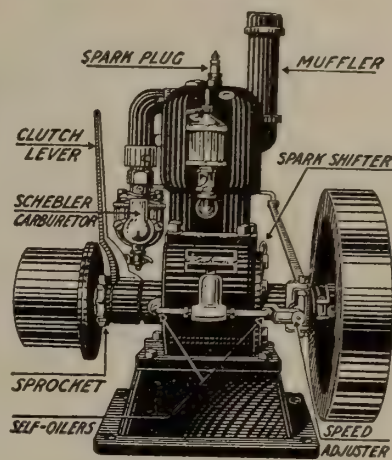
One run through this machine takes out all wild or tame oats, king heads, thistles, etc. Cleans all kinds of grain perfectly. Double screens and sieves give immense capacity and do perfect work in conjunction with the side shake combination blast and repeat system. The double gang and cut off system are exclusive features found in no other mill. Any desired portion of grain can be elevated and re-run, removing dockage to any desired degree. No separator made has more selling points. Write for literature and agency offer—NOW.

## Cushman Light-Weight Engines

Made in Sizes :  
From 4 to 20 H.P.

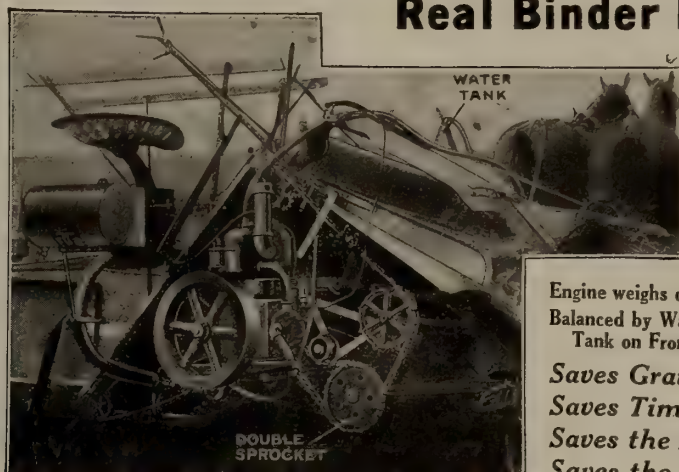
Operates fanning mills, grain binders, potato diggers, manure spreaders, etc. Works more steadily and quietly than any other engine because so well designed and built. Equipped with Throttle Governor and Schebler carburetor. Many dealers are selling from 15 to 50 Cushman a year in addition to heavy engine business. Ask for agency proposition.

BUILT FOR ALL FARM WORK—THE  
BEST ENGINE TO SELL



4 H. P. Cushman. Weighs only 190 Lbs.

## If It Isn't a Cushman, It Isn't a Real Binder Engine



The original and successful Binder Engine

Engine weighs only 190 pounds  
Balanced by Water Cooling  
Tank on Front

Saves Grain  
Saves Time  
Saves the Binder  
Saves the Horses

The same 4 H.P. Cushman Engine is the All-Purpose Farm Engine. It weighs only 190 lbs., and is easy to move around from job to job, yet even more steady running, quiet and dependable than most heavy engines. Double Cylinder Cushman Engines—8 to 20 H.P.—make steady, reliable power for heavy duty jobs, in very light weight. Weigh only about one-fourth as much as other engines of same horse-power.

Ask for full particulars  
of our improved  
1918 Model

## The CUSHMAN 24x46 Separator

The Perfect Thresher for use  
with Small Tractor



The Cushman 24 x 46 Thresher is an ideal machine to sell the owner of a Standard 10-20 or 12-24 Tractor. It can be furnished with Hand Feed and Windstacker, or with full equipment, as illustrated. Very strongly built; exceptional capacity. Cleans the grain fit for market. Let us send you literature on this big seller.

Make Satisfied Customers—Handle the Cushman Big Selling Line

**CUSHMAN MOTOR WORKS OF CANADA, LIMITED**

Dept. E. **WHYTE AVENUE** and **VINE STREET**, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

Exclusive Selling Agents for: Combination Threshing Outfits—Cushman Tractors—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators



nate in having as a drawing card, the appearance for the first time in Canadian territory of the McCormick shocker, which was in operation attached to a 7-ft. McCormick binder. The output of these machines is limited but a hundred will be sold in Manitoba this season. If the interest evinced by the farmers in this shocker is any indication the whole allotment must be sold already. The International have been developing this machine for three years. It is built at the McCormick works and adds no extra draft to the binder, which can be handled by four horses. A description of the McCormick shocker will be found in our next issue. In the thresher side of the exhibit the company showed a 10-20 h.p. Mogul tractor operating a 24x40 Racine separator; a 15-30 h.p. International kerosene tractor, driving a 28x42 Goodison separator; and a 10-20 h.p. Titan tractor, attached to a 22x38 International separator. A 25 h.p. portable International engine operated a 20x38 Goodison separator. Unattached was a 22x38 International separator, specially built for light tractor use. All separ-

ators were fully equipped. A 9-ft. tractor cultivator and a 10-ft. engine disc were also in evidence, alongside of which were Oliver and Hamilton engine plows in three and four furrow sizes, all tractor implements being exhibited complete with hitches. A line-up of Mogul kerosene engines were on view, in 1, 1 $\frac{3}{4}$ , 2 $\frac{1}{2}$  and 4 h.p. sizes. A 10-inch Vesot crusher, a New International Type B ensilage cutter, Hamilton and Oliver horse plows, the Deering and McCormick line of farm wagons, and lastly the star attraction, the McCormick shocker, combined to form an exhibit which for completeness and attractive layout should be hard to beat in years to come. Manager Brosnahan is to be complimented on his fine array at the exhibition.

The Advance-Rumely Thresher Co., Laporte, Ind., and Winnipeg, showed a special Rumely Ideal separator, 28x48, operated by a Rumely 20 h.p. 2 cylinder steam engine. A Rumely 24x44 separator was operated by a 14-28 h.p. Oil Pull tractor, fully equipped. A 12-20 h.p. Oil Pull tractor operated a 20x36 Rumely separator, and a 15-30 h.p. Gas Pull tractor ran unattached. Manager

Carrothers of the Winnipeg branch was in charge of the exhibit.

Sawyer-Massey Co., Winnipeg, had on view a 17-34 h.p. Sawyer-Massey kerosene tractor driving a 28x44 Sawyer-Massey separator fully equipped. An 11-22 h.p. tractor drove a 22x36 separator with all attachments. A Sawyer-Massey combination threshing outfit was also shown, comprising a 22x36, No. 1, S.-M. separator operated by a 20 B.H.P. 4 cyl. kerosene motor. The exhibit was completed by a 60 B.H.P. steam plowing engine which operated a 32x56 Great West separator with all attachments. Among the company's representatives present were: John Robertson, manager at Winnipeg; W. F. Fuller, manager at Regina, and T. A. Drummond, western headquarters representative.

The Waterloo Manufacturing Co., Waterloo, Ont., and Portage la Prairie, showed a very complete line of their machines. A 9-16 h.p. Heider tractor was on view, along with a 2-bottom Rock Island plow; a 12-20 h.p. Heider operated a 24x36 h.p. Champion separator and another 12-20 h.p. Heider a 24x42 Champion separator, both separators fully equipped. A second 9-16 h.p. Heider drove a 20x36 Cham-

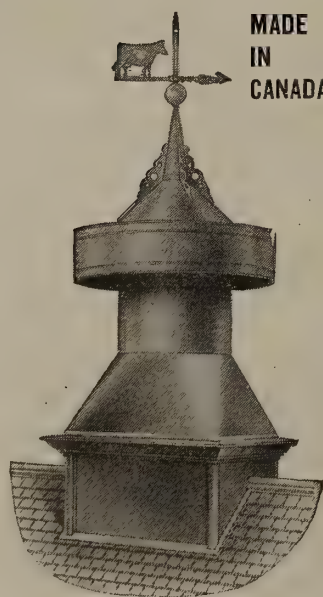
pion separator, while yet another 9-16 h.p. Heider was shown with a special No. 9 2-furrow Rock Island plow. The power lift shown for tractor use was most effective and aroused much interest in the crowds of farmers present. It was shown on a plow attached to a 9-16 h.p. Heider tractor. Another 12-20 h.p. Heider tractor, attached to a 3-furrow Rock Island plow completed the tractor side of the exhibit. The company showed an exceptionally complete line of implements for tractor use, including a Rock Island double engine disc and a Rock Island porcupine disc harrow especially made for cultivating alfalfa and for weeding use. At a theatre down town the Waterloo company had a moving picture display nightly, showing tractor farming scenes. These films were of great interest and formed excellent publicity for the Rock Island line of power farming tools. From the factory at Rock Island, Ill., Ed. Thielke, service manager, attended the fair, also W. H. Groves, field tester and plow expert. W. Umbach, manager, Portage la Prairie, was in charge of this large exhibit.

The J. I. Case Threshing Machine Co., Racine, Wis., and Winnipeg, showed a 20-40 h.p. Case kerosene tractor operating a Case

## Dealers: Every Barn in Your Territory Needs Proper Ventilation

Handle the  
**TOWNSLEY**  
System of  
Ventilation  
for Farm  
Buildings

A thoroughly  
tried and proven  
system.  
Absolutely  
guaranteed.



MADE  
IN  
CANADA

Shipped Ready  
for the Roof.  
Suitable for  
Barns, Stables,  
Creameries,  
Schools, etc.

Weather-proof  
Rust-proof  
Bird-proof  
Made of heavy  
gauge galvan-  
ized iron

### Get the Agency for Townsley Systems

Every barn that's worth building is worth equipping with the Townsley Ventilation System. Barns, stables, creameries and public buildings require good ventilation—fresh air in, foul air out. In the stable fresh, dry air, proper circulation to remove all damp, foul air, is as essential as good feed and pure water. Our travellers co-operate with you to increase the demand. There are scores of prospects for Townsley Systems right in your district. Let us show you the nice profit you can net by handling this line.

Write for Literature and our Special Offer

Canadian Lightning Arrester & Electrical Co., Ltd.  
1205 Rosser Ave. :: BRANDON, MAN.

## THE ALAMO

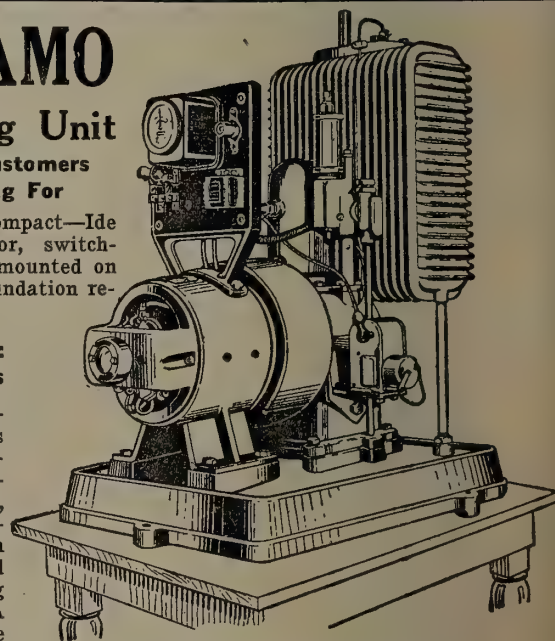
### Farm Lighting Unit

The Plant Your Customers  
Have Been Waiting For

The Alamo Unit is compact—Ide  
Silent Engine, generator, switch-  
board and radiator are mounted on  
one base. No special foundation re-  
quired.

Made In Three Sizes:  
75, 100 and 125 Lights

No belts or chain con-  
nections, no springs, cams  
or rods to get out of ad-  
justment. Furnishes con-  
stant, even, smooth,  
never-failing power. Per-  
fect balance; free from  
vibration. Thousands sold  
by dealers are giving  
every satisfaction. A  
profitable line to handle  
in any territory.



Alamo Electric Unit running under load  
without special foundation.

Get the Alamo Agency.

Ask us for Full Particulars.

Western Canadian  
Distributors for

**Empire Milking Machines  
and Cream Separators**

Empire Milking Machines, Cream Separators and Gasoline Engines are a line no dealer can afford to overlook. The mechanical efficiency and unequalled reputation of the Empire line is an asset that means profits and prestige for your business. Secure this agency and meet the demand. Full particulars and literature are at your disposal.

ACT NOW—INVESTIGATE OUR LIBERAL PROPOSITION.

**ROBINSON-ALAMO, LIMITED**  
140 Princess Street, Winnipeg, Manitoba



28x50 separator fully equipped. A Case 12-25 h.p. tractor was attached to a 26x46 Case separator, a 10-20 h.p. Case to a 20x36 Case separator and a 9-18 h.p. Case tractor to a 20x28 inch Case separator with all attachments. A 50 h.p. single cylinder Case steam engine operated a 32x54 threshing separator with all attachments, and a Case 65 h.p. plowing engine drove a 36x58 Case separator. The company also showed a 4-bottom independent beam engine plow made by the Grand Detour Plow Co., Dixon, Ill., and a 3-bottom rigid beam tractor plow by the same company.

The Massey-Harris Co., Winnipeg, showed for the first time in western Canada their new 12-25 h.p. tractor, complete specifications of which were given in our July issue. The company also exhibited the Massey-Harris power lift engine gang plows. W. H. Whitaker, manager at Winnipeg, was an interested visitor at the exhibition.

The Favorite Thresher and Supply Co., Portage la Prairie, showed a 24-inch Favorite separator, made by Ernest Bros., Mt. Forest, Ont. This machine was driven by a 9-16 h.p. Heider tractor. Another 24-inch Favorite separator, with full equipment, was shown unattached.

The Garden City Feeder Co., Regina, showed one of their feeders operated by a 1½ h.p. Little Jumbo engine, also a model of their extension feeders unattached.

Mitchell & McGregor, Brandon, Manitoba, distributors for the New Home Machinery Co., Saskatoon, showed a New Moody 30x38 separator, fully equipped, which was driven by a 16 h.p. portable engine and a 24x32 New Moody separator, with full attachments as a combination outfit, with a 10 h.p. engine. A 14 h.p. portable Manitoba engine was shown unattached. Manager E. Elwood, of the New Home Machinery Co., Saskatoon, was present during the fair, and Mr. Dreever, of the Mitchell & McGregor Co.

The Stockland Road Machinery Co., Minneapolis, showed one of their quick lift Stockland Giant Road Graders, a heavy machine with some good constructional features.

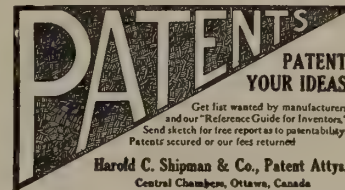
The Robt. E. Bell, Engine and Thresher Co., Seaforth, Ont., and Winnipeg, had on exhibit a 22 h.p. steam engine which was driving a 36x60 Imperial separator with all attachments. The new "Imperial" kerosene tractor, a 12-24 h.p. machine of excellent design, was attached to a 24x40 Imperial separator.

The Huber Manufacturing Co., of Marion, Ohio, and Brandon, had a very nice display of their lines on view. A 12-25 h.p. Huber Light Four separator was operating a 22x40 New Huber separator equipped with a Hart Jr. weigher, windstacker and other attachments. Another 12-25 h.p. Huber Light Four drove a New Huber 28x48 separator, equipped with a Perfection weigher, while a third Huber Light Four operated a 22x40 New Huber with Langdon feeder, Hart weigher and other equipment. All separators were of the well known Huber Western Special design. Alongside the thresher display was a 12-25 h.p. Light Four attached to a 3-bottom Cockshutt engine plow. Jos. Neilly, local manager was in charge of the exhibit.

Goold, Shapley & Muir Co.,

Brantford, Ont., and Portage la Prairie. This well known Canadian company exhibited one of their 12-24 h.p. "Ideal" kerosene tractors driving a 24x46 tractor separator made by the Stewart Sheaf Loader Company. A 15-30 h.p. "Ideal" tractor drove a Stewart 28x50 separator, and a 22 h.p. portable Ideal engine, running on kerosene, operated a 22-inch Sawyer-Massey separator with complete attachments. A 22 h.p. "Ideal" combination threshing outfit was on view, comprising a Waterloo 24x36 separator with an Ideal engine. Two 12-24 h.p.

Beaver kerosene tractors were running unattached, and also an Ideal 12-24 h.p. tractor. A very complete line of Maple Leaf grinders was shown in 6, 8, 11 and 15 inch sizes, also Ideal stationary engines in 1½, 2½ and 8 h.p. sizes. A pole saw frame and an Ideal 8-foot double gear windmill completed a very comprehensive display by this concern. John Muir, manager of the plant at Brantford; T. R. Scott, manager at Calgary, Mr.



**LONDON CON-  
CRETE MIXER**  
No. 6  
Capacity 60 cubic yards  
per day. Price \$375.00  
complete with gaso-  
line engine. Pays for  
itself in 20 days use.  
Built to last a life  
time. Send for cata-  
log No. 1 B.

Agents Wanted in all Unoccupied Territory  
**LONDON CONCRETE MACHINERY CO.**  
Dept. K, LONDON, ONTARIO  
World's Largest Manufacturers of Concrete Machinery

# Making Friends OR Making Trouble

Are you selling a cream separator that  
makes friends for you—or trouble?

## THE DE LAVAL MAKES FRIENDS

More De Laval are in use than any other make  
More dealers sell the De Laval than any other  
The De Laval is the most widely advertised  
The De Laval is the easiest separator to sell

*There is no better time than right now to send in your appli-  
cation for a De Laval contract. There is cream separator  
business all around you. You can get more of it, and make more  
profit on it, with the De Laval than with any other separator.*

**THE DE LAVAL COMPANY, LIMITED**  
WINNIPEG VANCOUVER MONTREAL PETERBORO



Northcott, manager at Regina, and C. Trott, manager at Portage la Prairie, were in attendance at the exhibit.

The Canadian Avery Company, Winnipeg and Regina, representing the Avery Co., Peoria, Ill., showed on the grounds one of their 18-36 h.p. Avery tractors, a 5-10 h.p. Avery and a 12-25 h.p. Avery, all kerosene burners and equipped with the patent Avery gasifier. A display of Grand Detour engine plows was also shown. From the factory E. M. Voorheis, foreign sales manager; L. R. Volkenburg, tractor school instructor and Ben Bliss, expert, were present, also A. B. Campbell, expert from the Fargo branch.

I. J. Haug, Winnipeg manager, and L. J. Haug, manager at Regina, were in attendance at the exhibit with a corps of salesmen.

The Anglo-Canadian Engineering Co., Winnipeg, showed a Moline-Universal 9-18 h.p. tractor, with a 2-furrow Moline plow. This machine has electric headlights and an electric self starter. O. W. Cadle and J. F. Hyland were in charge of the exhibit.

Christiansen Implements Limited, Winnipeg, showed their line of Western King packers, pulverizers and mulchers, also their 3 furrow engine plow pulverizer attachment. They also had on view a very nice display of their plow packer and harrow attachments for both horse and engine plows. W. M. Jones, manager, was in attendance at the exhibit.

Manitoba Engines Limited, Brandon, had as usual a very

complete and well arranged display of their lines in their permanent building on the grounds. A 1½ h.p. Manitoba engine was operating a pump jack, and another 1½ h.p. a washing machine. A 1½ h.p. vertical type was also on view, alongside a 7 h.p. old style vertical Manitoba engine and a 9 h.p. horizontal Manitoba engine with throttling governor and self starter, running on common coal oil. A 14 h.p. portable engine and a 30 h.p. also were in operation showing the wonderful efficiency of these engines on the cheapest fuels. Several pole and wood saw frames of stout design and rigid appearance were shown; also Manitoba roller crushers in 12-inch sizes and a battery of Manitoba floor grinders in 8, 10 and 12-inch sizes. Wood and iron pumps, pump jacks and washing machines, galvanized water tanks for stock and domestic use, in all shapes and sizes and a variety of hog troughs were observed. An 8-ft. all steel back geared Manitoba windmill was a prominent item in the display, also a 10 ft. wood wheel vaneless, direct-stroke windmill on a stub tower. Outside the building a 30 h.p. Manitoba engine was operating a 24-inch Challenge separator, showing the adaptability of this well-known engine line to every conceivable farm power need. Manager P. M. Ames was in charge of the exhibit, assisted by a body of able and courteous assistants.

R. W. Watson, Winnipeg, showed a new machine in his grain weeder and mulcher. He also showed a double action cir-

cular drag harrow for plow attachment, claimed to be an excellent eradicator of twitch grass.

A. L. Campbell, Brandon, had on display a series of fencing and gates for farm use, also hay slings and forks, track, carriers and other items in modern barn equipment.

H. A. Jones, Regina, exhibited a 12-20 h.p. Monarch tractor, a tracklayer machine, also an 18-30 h.p. Monarch of the same design. A 12-20 h.p. Bates Steel Mule, Model D, manufactured by the Joliet Oil Tractor Co., Joliet, Ill., was also shown, along with a line of light tractor plows made by the Vulcan Plow Works, Evansville, Ind. A 24-inch separator made by Wood Bros., Des Moines, Iowa, completed this exhibit.

The Gilson Manufacturing Co., Guelph, Ont., and Winnipeg, had on view Gilson engines in 1¾, 3½ and 5 h.p. sizes. They also showed an eight-inch Gilson grinder, washing machines, wood saws and churns. A 12-25 h.p. Gilson tractor completed the exhibit which was in charge of N. J. Stewart, manager at Winnipeg. S. Koch and R. Dawson from the factory at Guelph, attended the fair.

R. A. Lister Co. (Canada) Ltd., had a very fine showing of the Lister lines in their large exhibition tent which toured the western fairs. In the threshing machinery line they showed a Lister 22x36 separator with a 14 h.p. engine, as a combination outfit, equipped for hand feed with blower and high bagger. For tractor use a Lister 26x42 separator with full equipment was

shown, this thresher being operated by a 20 h.p. portable engine. A 13-inch ensilage cutter was driven by a 9 h.p. Lister engine. The display of lighting plants for farm home use was exceptionally good, a 25-light Lister, Universal plant being exhibited, powered by a 3 h.p. Lister engine. A 15 light Lister Universal plant was driven by a 1¾ h.p. Canuck engine. These lighting plants showed their efficiency for farm home use by operating such machines as washers and vacuum cleaners. A 5 h.p. Lister engine drove a 10-inch Lister grinder alongside of which was a display of hand and power washers and pole saw frames. A Melotte 600 lb. cream separator, and a Premier 350 lb. capacity cream separator flanked a series of pumps and pump jacks and Canuck engines in various sizes. The exhibit was in charge of D. N. Jamieson, Winnipeg, manager for the company.

In their tent the Winnipeg Steel Granary and Culvert Co., of Winnipeg and Regina, showed one of their newly developed Torrence vacuum grain loaders and cleaners, a large machine which sucks the grain through a sieve system, then discharges weed seed, etc., and blows the cleaned grain into the granary or car. The machine, which is of heavy design, was operated by an Avery 12-25 h.p. kerosene tractor.

Guilbaults Limited, Winnipeg, distributors in Manitoba for the Cleveland Tractor Co., Cleveland, Ohio, showed two Cleveland 12-20 h.p. tracklayer tractors at their allotment.

The Twin City Separator Co., Winnipeg, as usual had an excellent display of their grain cleaning and grading machinery, a line in which farmers were greatly interested. The company showed a 64-inch Bull Dog fanning mill with a high bagger and double auger conveyor, also Bull Dog mills in 24, 32 and 40-inch sizes. Their special wild oat separators and barley cleaners were represented in three and six-roll sizes. An 18-inch Bull Dog Immersion Pickler and a Bull Dog Automatic Pickler were also embodied in the exhibit. Especially prominent was the Bull Dog No. 700 Elevator Cleaner, a heavy machine with a capacity of from 650 to 1000 bushels per hour. This very complete display of the companies lines was in charge of A. Abra.

The Emerson Manufacturing Co., Winnipeg, had a display of their grain cleaners and separators, including the little "kicker" or elevator tester, a 3-shoe Emer-

## Your boy or girl can run this tractor—

Just two levers to operate—gives six speeds forward or reverse. No gears to strip—nothing complicated. All transmission gears enclosed in dust proof casings and all run in a bath of oil.

12-25  
Tractor



Heavy enough to do its work thoroughly in any soil—5,700 lbs.—light enough to be economical on fuel. Equipped with a perfect kerosene (Erd) burning motor, the Port Huron is an all the year 'round power unit—as good at delivering belt power as at the draw bar. Prompt delivery of machines guaranteed.

Western Canadian Distributors:

General Utilities Co., 103 INDUSTRIAL BUREAU  
WINNIPEG, MANITOBA  
Manfd. by The Port Huron Engine and Thresher Co., Port Huron, Mich.

For full information,  
write us to-day

(Continued on Page 27)



1842



1918

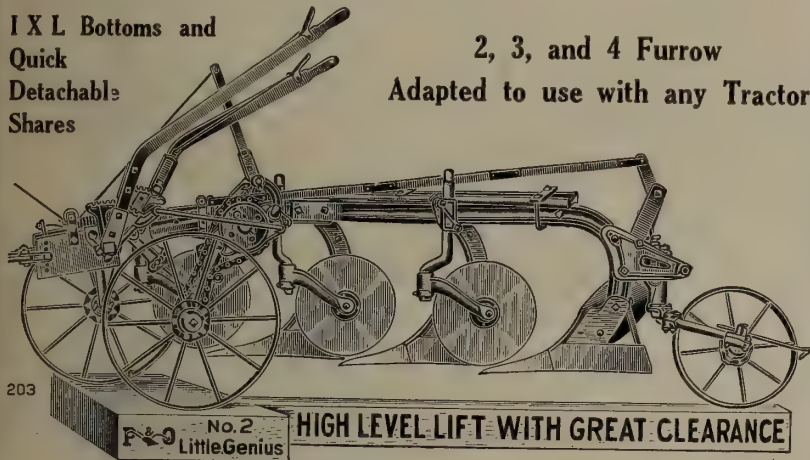
## Little Genius Tractor Plows

Farmers are buying tractor plows these days. And they are looking the plows over before they buy—looking into their records as to field performance. That's why such a large percentage of them are buying and are going to buy P & O Little Genius Tractor Plows this year. Their performance begets that degree of satisfaction which compels their owners to tell their neighbors about it. The result is splendid repeat order business. Sales that "stick." Do you want that kind of business? Then the P & O Little Genius is the plow you want to sell.

1 X L Bottoms and  
Quick  
Detachable  
Shares

2, 3, and 4 Furrow

Adapted to use with any Tractor



Made by PARLIN &amp; ORENDORFF CO., Canton, Ill., U.S.A.

International Harvester Co. of Canada, Ltd.

SALES AGENTS FOR CANADA

WINNIPEG	BRANDON	REGINA	SASKATOON	NORTH BATTLEFORD
YORKTON	ESTEVAN	CALGARY	EDMONTON	LETHBRIDGE

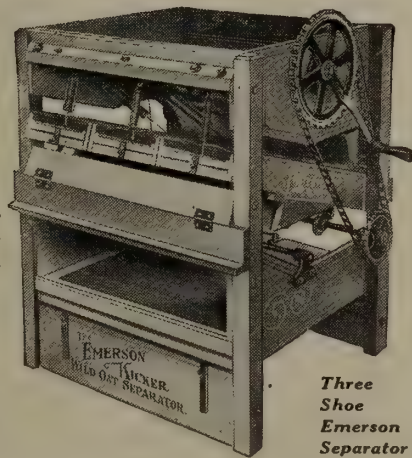
## Emerson Mills for Fall Trade

Don't delay! Secure  
the Agency Now and  
Meet the Demand

Here we show the Three Shoe Separator. Capacity, 22 to 30 bushels per hour. Emerson Mills are the only machines made that will take the last kernel of Wild Oats out of wheat.

LARGE STOCK ON HAND

Three Sizes to Suit Your Trade



Three  
Shoe  
Emerson  
Separator

No. 1. Elevator Wheat Tester or "Kicker"

No. 2. Hand Separator; Capacity 22-30 Bus. per hour

No. 3. Power Separator; Capacity 30-50 Bus. per hour

Emerson Mills are strong and substantial in construction. Easily operated. The riddles or screens can be readily removed for changing from one grain to another. Full equipment supplied with every mill sold. Every Emerson sold will sell three more. Sold under an absolute guarantee to remove every kernel of wild oats and save every kernel of seed wheat. These mills are now sold only through the retail trade. Don't have them as a competitor. Get the Emerson Agency—the mills will do the rest. Every farmer is a prospect for the Emerson Mill.

Thousands of Farmers saw the Emerson Mills at the  
Fairs. Stock them and supply the demand

SECURE THE CONTRACT NOW. WRITE FOR PRICES

EMERSON MANUFACTURING CO., LTD.  
1425 WHYTE AVENUE  
WINNIPEG, MAN.

## Why Sharples Dealers Get the Business!

Liberal Co-operation and Sales Aids Furnished

Dealers who handle the Sharples Separator have the advantage of a thorough and very aggressive sales service. This service is *continually* at work.

First, there is the very extensive national advertising campaign that is constantly educating the farmer and securing new prospects for dealers. Back of this is the dealer's direct service work which is without equal in the field. From time to time, dealers also have the benefit of special Sharples plans.

Along this line announcement is made of

### Great Sharples Fair Contest for Dealers. \$4,000 Prize List

We are doing this to encourage dealers to conduct demonstrations at their local fairs—the Sharples Company furnishing the necessary literature and displays—as well as offering valuable prizes, amounting to \$4,000.

This contest is open to every Sharples dealer and will excite keen competition—while also proving very helpful in closing additional sales.

All this is in keeping with the liberal Sharples policy to dealers which, taken into consideration with the exclusive features of the Sharples Separator, indicates why Sharples dealers are establishing new sales records.

Dealers who are not now handling the Sharples line should get in touch with us at once so as to participate in this contest—and cash-in on the entire Sharples co-operation.

Full details of the Sharples Fair Contest, given in the July issue of the Sharples News. Copy will be sent upon request.

As a year-round incentive, there is the Sharples *extra bonus* plan, making the Sharples contract the most advantageous one from the dealer's own standpoint.

Write Nearest Branch

THE SHARPLES SEPARATOR CO.

Toronto, Ont.

Regina, Sask.

THE MITCHELL & MCGREGOR HARDWARE CO.  
Distributors for Manitoba

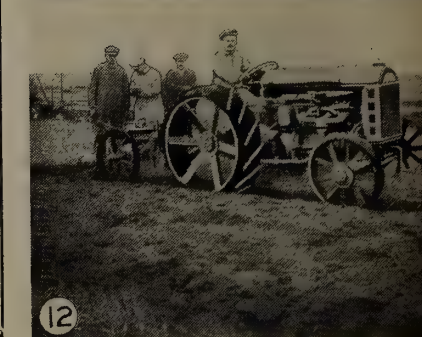
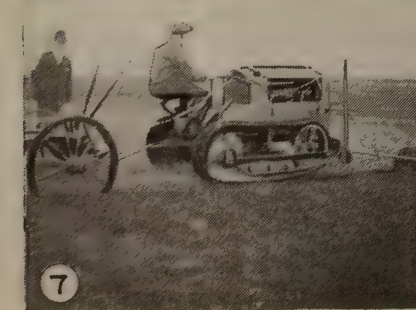
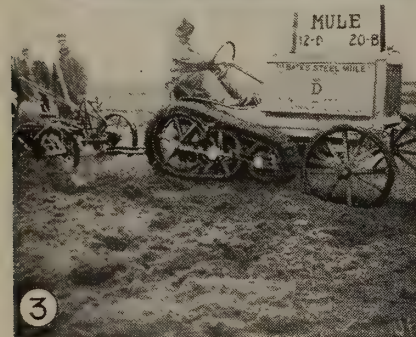
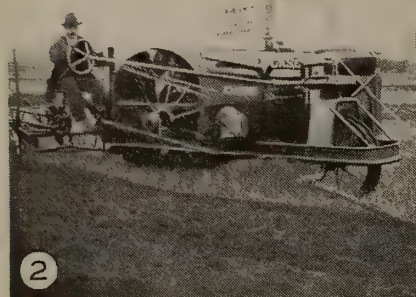
BRANDON, MAN.



# Canadian Farm Implements

## SCENES AT THE BRANDON TRACTOR PLOWING DEMONSTRATION

(1) Birdseye view of section of machinery exhibit at Brandon Fair; (2) Case 10-20 pulling 3-bottom Grand Detour gang; (3) Bates Steel Mule, 12-20 Model D, pulling 3-bottom Vulcan gang; (4) White All Work 13-28, pulling 4-bottom Rock Island gang; (5) Staudé Mak-a-Tractor pulling 2-bottom La Crosse Plow Co. gang; (6) Huber light four, 12-24, pulling 3-bottom Cockshutt gang; (7) Cleveland 12-20, pulling 3-bottom Oliver gang; (8) Sawyer-Massey, 20-40, pulling 5-bottom Cockshutt gang; (9) Waterloo Boy, 12-25, pulling 3-bottom John Deere gang; (10) Wallis, 15-25, pulling 3-bottom Case gang; (11) Massey-Harris, 12-25, pulling 3-bottom Massey-Harris gang; (12) Fordson, 11-22, pulling 2-bottom Oliver gang; (13) Happy Farmer, 12-24, pulling 3-bottom Case gang; (14) Plowman, 13-30, pulling 3-bottom Case gang.



## "Eclipse" Windmills ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

### Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited  
Saskatoon WINNIPEG Calgary

## In Correction

In our last issue a paragraph dealt with the theft from the warehouse of the John Deere Plow Co., Winnipeg, of a hay press and other goods. The details of the case were not quite clear, but the facts are as follows: One Albert Graves, stole, during the night, a hay press from the loading platform of the warehouse. Placing it on a wagon he loaded it on a car of goods he had on the C.N.R. siding and took the press to his homestead. By advertising and information received, the Deere organization located the press on a farm at Stewart Lake; recovered same and the court fined the accused fifty dollars.

There is no hope for the implement man who thinks that rust is his most faithful friend.

## The GRAY Tractor

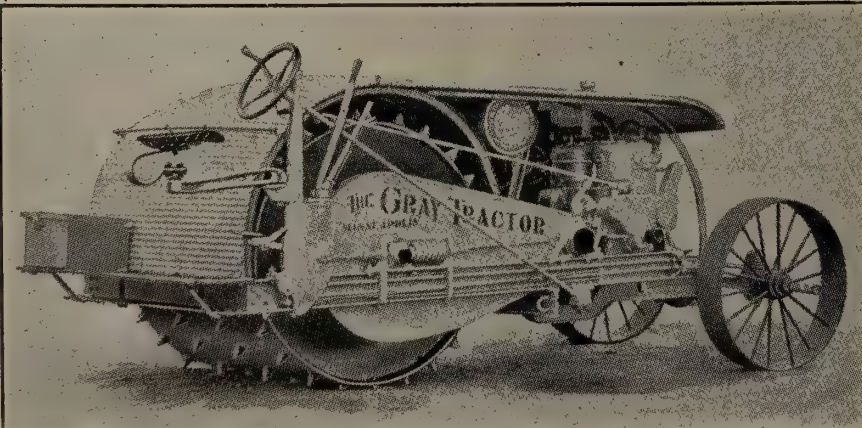
## Did You See It At Brandon?

Despite the rain the Gray did its work perfectly, pulling four plows easily, with power in reserve.

"With the Wide Drive Drum" Every feature of the Gray is high class—built for Wear, Strength and Service. Its unique construction with the wide drum guarantees perfect traction and no ridging or packing of soil.

### SPECIAL GRAY FEATURES

Turns in small radius, yet it has no differential—this takes away half your Tractor troubles. Has 3-point suspension frame. The only Tractor with the side arm hitch. All working parts are covered and run in Oil. Waukasha 4-cylinder Motor. Timken and Hyatt Roller Bearings—everything of the highest standard. Weight, 6,200 lbs.



## Gray Tractor Co. of Canada Limited

307-309 Electric Railway Chambers, WINNIPEG

WRITE  
FOR  
BOOKLET

ALBERTA DISTRIBUTOR:

M. D. PEEVER, 24 Mason & Risch Block  
8th Avenue W., Calgary



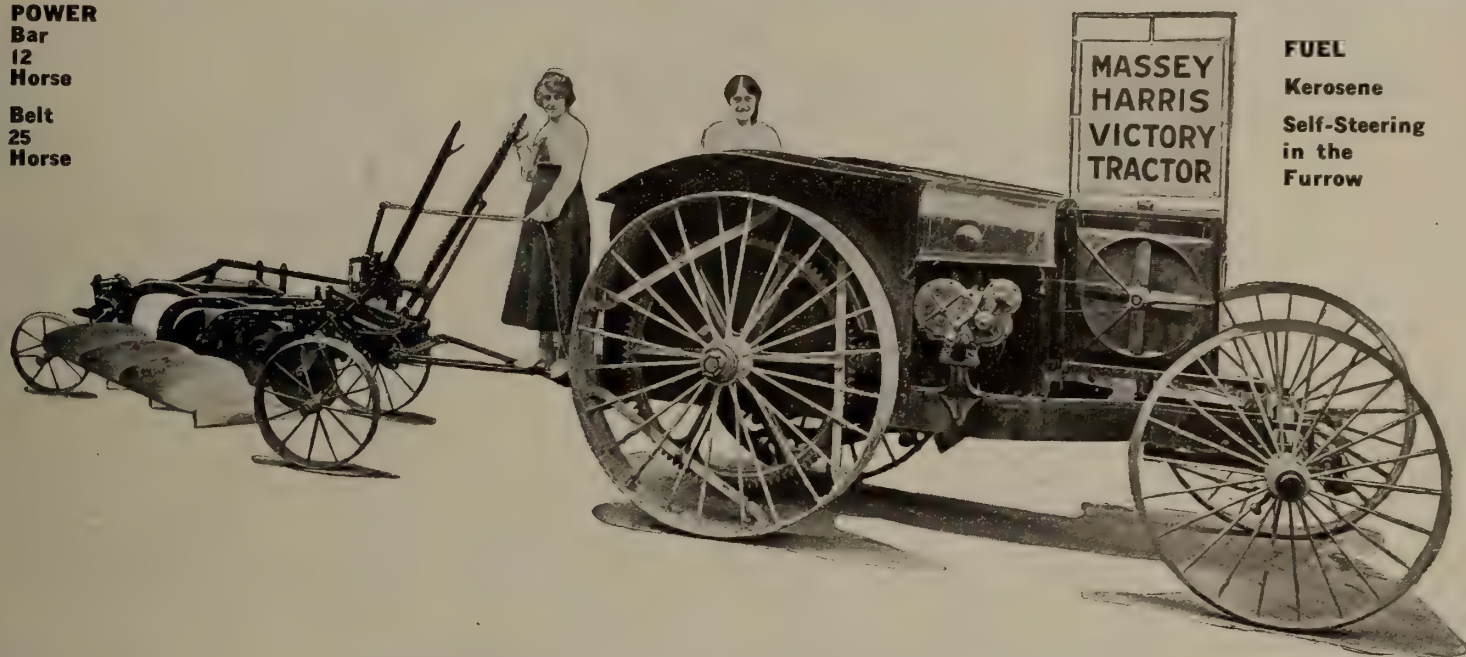
# MASSEY-HARRIS

Here's Where You Get Your Start With a  
**REAL TRACTOR AND POWER PLOW**

**POWER**

Bar  
12  
Horse

Belt  
25  
Horse



**THE VICTORY TRACTOR AND PLOW**  
Plowing Demonstration at Brandon Fair, July 23-25, 1918

## QUALITY ALWAYS WINS

The Massey-Harris Tractor and Power Plow again proved that fact at Brandon Tractor Plowing Demonstration. The hundreds of Farmers present paid us many compliments on the wonderful **EFFICIENCY** and **PERFORMANCE** of the Massey-Harris Tractor and Plow, stating, without exception, that their work, on all three days of the Demonstration, was the **HIGHEST CLASS ON THE FIELD**.

These men are **YOUR** customers. So are thousands of other farmers all over Western Canada. They know the value of any machine bearing the name "Massey-Harris." For over 70 years our implements have proven their leadership. Massey-Harris Tractor and Power Plows endorse our International Reputation for Value, Quality and Service.

## SUPER-STRENGTH    SERVICE    DEPENDABILITY

Correctly designed and constructed of the best procurable materials, we have built the Massey-Harris Tractor to ensure the farmer Tractor Dependability. That's what your customers want. Smooth, continuous operation, maximum power production—not now and then, but all the time—on any job—whether haulage or belt drive. The **HARD-TO-PLOW** places offer no difficulties to the Massey-Harris Outfit.

The **MASSEY-HARRIS VICTORY TRACTOR** meets every farm need. It ensures your customers years of constant, reliable service at minimum maintenance expense. Brandon Plowing Demonstration proved conclusively that the Massey-Harris Tractor "Makes Good". For a real source of profit and a basis for permanent, satisfactory business, investigate the distinctive features of the Massey-Harris Victory Tractor and Power Plows.

# MASSEY-HARRIS

Not the Name of a Thing—

But the Mark of Service

*For over 70 Years Canada's Leading Manufacturers of High-Class Farm Tools*



### Happy Farmer Model "F" Tractor

The Happy Farmer Company, Winnipeg, announces that the factories at La Crosse, Wis., have now upon the market the new Model "F" Happy Farmer Tractor. This model contains many improvements and refinements over the Models A and B, and while the new tractor retains all the basic features of correct design, light weight and superior balance; it has a larger motor and a number of important points which will lead to greater efficiency.

The cylinders of the new motor (which is built upon the same general lines as the Model "B") have a bore of 6 inches with a 7-inch stroke. The peculiar design of the Happy Farmer motor is combined with the unusual feature of a very much stronger drawbar pull in proportion to the size of the motor than is generally found, says the company. The tractor will still be rated as 12-24 h.p., with a guaranteed drawbar pull of 2,000 pounds; the idea being to prevent overloading of the tractor, and at the same time to provide for the extraordinary power occasionally required unexpectedly under difficult conditions.

Other important facts the company report include the following:

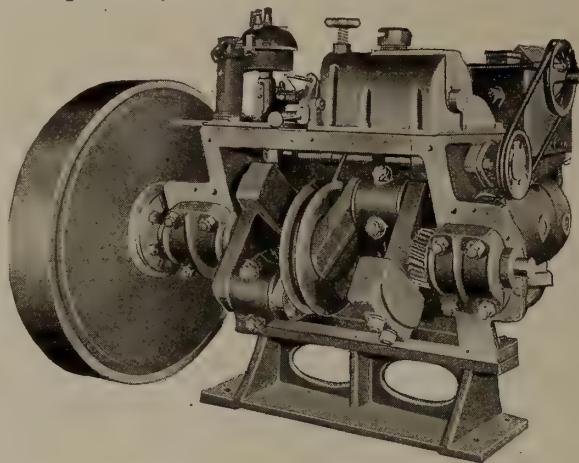
The oiling system has been further simplified by means of a patent oil ring which does away with one of the feed pipes of the Madison-Kipp oiler, using a five instead of a six feed. The pure, fresh oil is forced to the center of the motor bearings, lubricating them perfectly—and as there is no splash system in the motor

outside or final roller drive, thus using the oil three times.

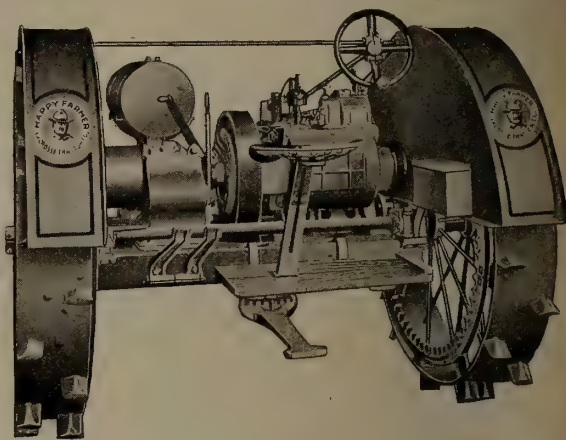
Another unique feature used on the Model "F" is the centrifugal air cleaner, being held against the center of the radiator opposite hub of the fan. It consists of a metal pipe connecting with the carburetor air intake and at the other end a semi-cylinder cup held in place against the center of the radiator by means of a spiral spring. The well known principle

ing loose. Mud guards have also been installed on the roller pinions in the final drive.

Manufacturing facilities are being constantly increased and improved. The company have secured not only a large quantity of the best and most improved machinery to facilitate manufacturing, but also have purchased large quantities of material, which will enable them to supply a much larger demand than has



Showing Rear View and Kerosene Burning Motor of Model F, Happy Farmer Tractor.



there is no danger of the kerosene mixing with the lubricating oil that touches the motor bearings. After being thus used, the oil is carried mechanically to the transmission and differential bearings, which are housed and running in an oil bath, and then the oil from here is mechanically carried to the

of centrifugal force operates when the fan is running to remove all dirt, dust and grit that is drawn through the radiator by the suction of the fan to the outside, leaving hub of fan free from impurities.

The belt pulley has been widened from 6 to 7½ inches, giving it considerable more belt traction. An idler pulley holds the fan belt always taut.

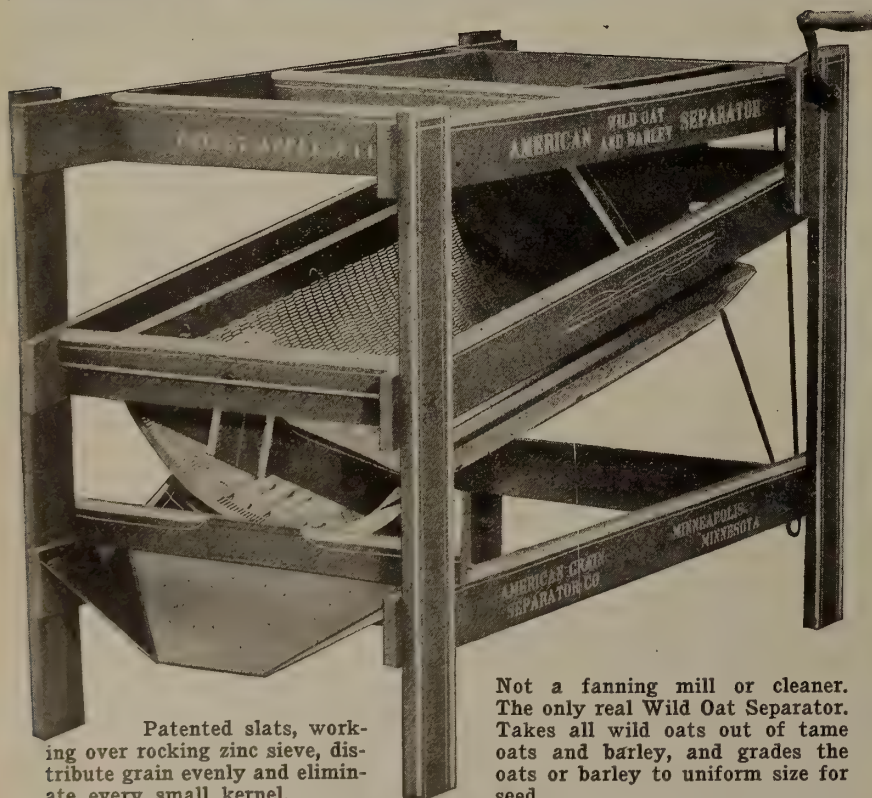
The pipe member of the frame has been slightly lengthened so as to make the balance still more perfect. The front or guide wheel is fitted with a removable bushing, and the bolts holding the bull gear segments in place are now ⅝-inch drive fit, having practically obviated all danger of work-

heretofore been possible. Their output this year has been increased about 400 per cent in order to meet, so far as possible, the extraordinarily increased demand. The Western Canada distributors for the Happy Farmer tractor are now selling the Model "F."

### Price Maintenance Essential

At this time senseless price cutting is consistent neither with patriotism nor with sound business policy. Of course, not for one moment does anyone accuse the price cutter of being deliberately unpatriotic. He is merely thoughtless. The chances are he is worshipping the fetish of volume. He may be trying to

## THE AMERICAN WILD OAT AND BARLEY SEPARATOR AND CLEANER



Patented slats, working over rocking zinc sieve, distribute grain evenly and eliminate every small kernel.

Very light draft. Large hopper. Strong construction, bolted and braced throughout. Write for agency offer, prices and literature.

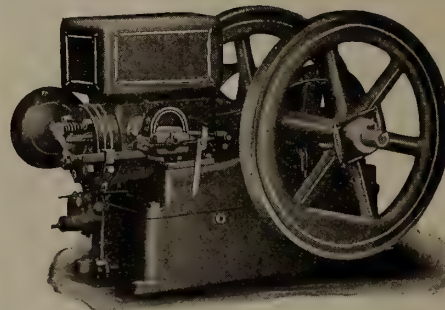
EXCLUSIVE SELLING AGENTS FOR CANADA

**Cushman Motor Works of Canada, Limited**

Builders of light weight, high grade Gasoline Engines for all Farm Power Work  
DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.

Not a fanning mill or cleaner. The only real Wild Oat Separator. Takes all wild oats out of tame oats and barley, and grades the oats or barley to uniform size for seed.

## GO "OVER THE TOP" WITH



**JUMBO**  
Kerosene-  
Gasoline  
**ENGINES**  
SPEED UP SALES!

IN SIZES THAT SELL—3, 5 and 7 H.P.

JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in your district. There are more quality selling points in the JUMBO than in any other engine of similar horsepower.

ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured by **Nelson Brothers Company** Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

**Tudhope-Anderson Co. Limited**

WINNIPEG REGINA SASKATOON CALGARY

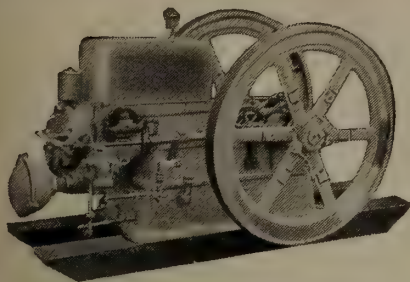


beat last year's record. In many lines being able to show an increase each year is the test of a dealer's capacity. Surpassing last year's record is a worthy ambi-

tion, if it can be done legitimately, but there is no sense in attempting to pile up sales at the expense of profits.

When production is ample, sell-

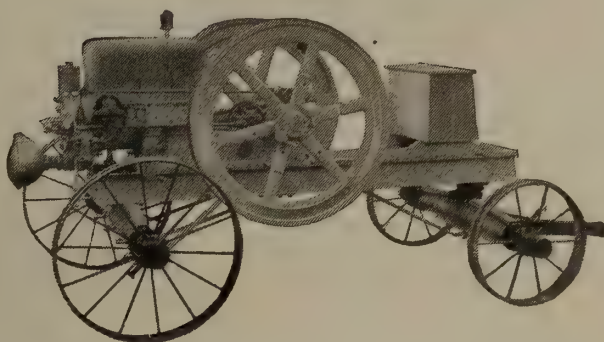
ing for small profits and to get a rapid turnover is good policy, but in times of merchandise scarcity, such as the present, the rule should be subject to some modification. In some lines, keeping up the volume that was attained in the days of peace is impossible. Why, therefore, should profits be sacrificed to attain volume.



### Stationary ; Throttle-Governed ; Kerosene Engines ;

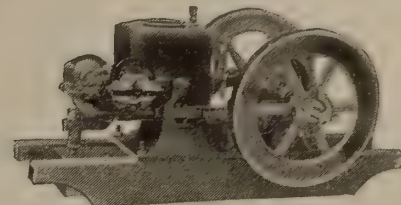
with Webster, self-starting magneto. Sizes 7, 9, 10, 12 and 14 H.P. Well suited for small Combination Threshing Outfits or any other farm requirements. Your customers oftentimes prefer one make of small separator, but do not like the engine; substitute a "Manitoba" in these cases. Easily attached and adjustable to any Combination Separator. Furnished with Friction Clutch Pulley or without.

## Made in Western Canada



### Portable ; Throttle-Governed ; Kerosene Engines ;

with Webster self-starting magneto. The engine you should handle for your small thresher trade. Heavy steel truck. Liberal dimensions throughout; lots of power. Sizes 7, 9, 10, 12 and 14 H.P.



### 1 1/2 H.P. Gasoline Engine,

with Webster magneto; speed changing device, etc. Each dealer should have one of these on his sample floor. Carefully made, tested and inspected before shipment. Can be used to illustrate our complete line of engines nicely.

**DEALERS: ASK FOR  
LITERATURE AND  
PRICES ON THE  
"MANITOBA" LINE**

Further particulars and prices furnished on request. It will pay you to learn about the new improvements in our goods. Better become acquainted with our entire line of Pump Jacks; Feed Grinders and Roller Crushers also. We recently shipped a carload of throttle governed engines to Toronto against eastern competition. Why buy abroad what can be bought in our Home Market in equal quality and at lower prices?

**MANITOBA ENGINES, LIMITED** **PHONE 2943** **BRANDON, MAN.**

# The LAUSON 15-25

## DUST PROOF-ALL GEARS ENCLOSED

### Built for Belt Work

THE Tractor which is built only for plowing is only 50 per cent efficient because plowing constitutes about half the work which the properly constructed farm power unit is called on to do.

The Lauson 15-25 is built to give 100 per cent efficient service on the farm. It is built for belt work, not merely adaptable to it. It will give the same dependable, economical, and sturdy service when running the ensilage cutter, hay baler, feed grinder, saw rig, or any other machine requiring belt power, as it does when plowing.

The Lauson 15-25 is a proven investment for your farmer customers. It will deliver dependable power wherever it is required, either at the draw bar or the belt pulley.

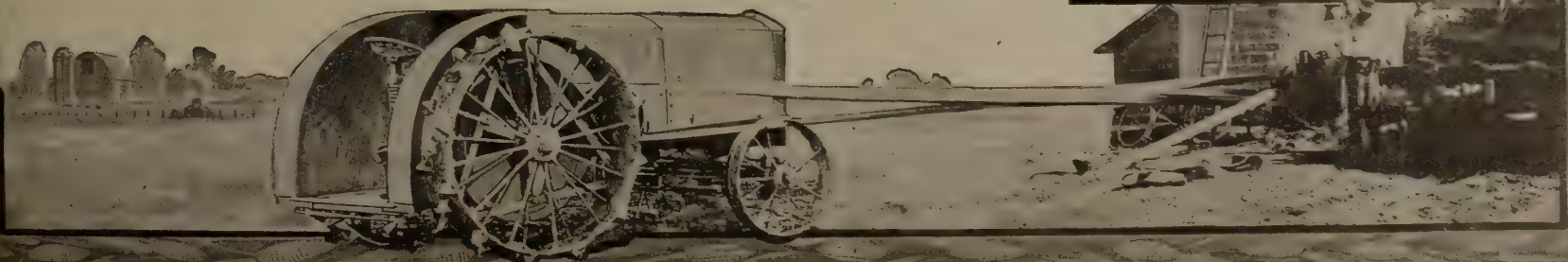
When properly used it will pay for itself in a few seasons' work.

Because of having more than trebled our manufacturing capacity we are able to offer a limited number of dealers Lauson representation. Write for our dealer proposition.

**THE JOHN LAUSON MANUFACTURING CO.**  
**327 Monroe Street** **New Holstein, Wis.**

#### SPECIFICATIONS

Rating—Draw-bar H.P. 15; Belt H.P. 25.  
Engine—Lauson-Beaver, 4 1/2-inch bore, 6-inch stroke. Valve in head.  
Number Cylinders and Cycle—Four.  
Normal Speed—950 R.P.M.  
Lubrication System—Splash and force feed.  
Ignition—Dixie Magneto.  
Carburetor and Fuel System—Kingston Gravity Feed.  
Cooling System—Perfex Radiator.  
Belt Pulley—18" x 8" 475 R.P.M.  
Transmission—Lauson Selective Type—sliding gear. Oil tempered gears.  
Number Speeds Forward—Two.  
Speed M. P. H.—Low, 1 1/4; plowing, 2 1/4; high, 2 1/2.  
Number Wheels—Four.  
Drive Wheels—54-inch diameter; 12-inch face.  
Guide Wheels—32-inch diameter; 6-inch face.  
Wheelbase—86 inch.  
Tread—52 inch.  
Total Weight, less fuel, water, oil and lugs 5,750 pounds.  
Shipping Weight with Standard Equipment—6,000 pounds.





### Factory Notes

The De Laval Separator Co., New York, has awarded contract for a one-story addition to its machine shop at Poughkeepsie, N.Y.

It is rumored that Henry Ford is negotiating for the purchase of 600 acres of the lowlands north of Hamilton, Ohio, for the erection of a two million dollar plant for the building of tractors.

The Page Wire Fence Co. of Canada has been organized and incorporated with a capital stock of \$40,000. The company expects to erect a plant at Three Rivers, Quebec, at a cost of \$150,000.

The Wallis Tractor Company,

located in the Racine-Sattley Buildings, Racine, Wis., was recently damaged by fire. The bulk of the loss sustained was in damage to machinery and to the stock of tractors awaiting shipment.

The Davis Mfg. Co., Milwaukee, tractor motor division of the Avery Co., Peoria, Ill., will build a plant addition to be used as a testing shop and a portion as shipping room. The structure will be 63x200, brick, steel and reinforced concrete.

Canadian Allis-Chalmers, Ltd., have taken out a building permit for a \$25,000 foundry extension at their Rockfield works near Que-

bec. The construction will be brick, concrete and steel, and will be in charge of the company's bridge department.

The National Tractor Co., which recently purchased the plant of the Deming Tractor Co., Cedar Rapids, Ia., has ordered plans for a factory addition to cost about \$14,000. This is the first step in the program of expansion.

The La Crosse Tractor Co., La Crosse, Wis., has arranged with the La Crosse Plow Co. of the same city for a line of tractor implements, including plows, disc harrows and grain drills. These will be marketed under the name "Happy Farmer," the trade name of the La Crosse Company's tractor.

The Brandram-Henderson Paint Co. has recently acquired the plant of the Alberta Linseed Oil Co. at Medicine Hat. The company will transport the oil in their own tank cars to their factories in the East. The capacity of the Medicine Hat plant will be increased by about 20 per cent and orders for additional equipment in this connection have been placed.

Under its new organization the Dart Truck & Tractor Corporation, of Waterloo, Ia., formerly the Dart Motor Truck Co., has made rapid strides forward. The company will continue to manufacture its present line of heavy

duty worm drive trucks in 1/2 and 3 1/2-ton sizes, and has developed, tested and is manufacturing a new farm tractor, known as the Dart "Blue J."

The Empire Cream Separator Co., Bloomfield, N.J., has made provision for life, health and accident insurance for each of the several hundred men employed in its plant. The premiums on the insurance are to be paid by the company and the indemnity is, therefore, given to the men in addition to the regular workmen's compensation insurance required by the law.

The North-Light Motor Co., of Toronto, with offices in the Wesley Building, have recently taken over the large two-storey factory at New Hamburg, formerly occupied by the Silversmith Mfg. Co., which is 40 feet by 140 feet long, for the purpose of manufacturing a high-grade, 4-cycle, high speed gasoline motor, for marine, automobiles, trucks, tractors, stationary engines, etc.

The capitalization of the Janesville Machine Co., Janesville, Wis., has been increased from \$750,000 to \$2,500,000. This is a part of the general expansion of the firm, which began recently with the reorganization of the company, the acquiring of a large interest in it by the General Motors Corporation, and the announcement that a large tractor plant would be built in Janesville.

The Columbus Tractor Co., of Columbus, Ohio, capitalized at \$1,000,000, which was recently organized by a group of aggressive business men of Columbus, to take over The McIntyre Mfg. Co., manufacturers of the Farmer Boy tractor, announces the appointment of E. B. Moon as director of sales and advertising. Mr. Moon is widely known as an advertising specialist and an orator on community building.

### Deere Men in New Positions

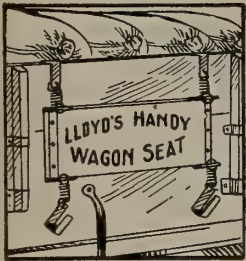
As a result of new changes in the executive force of the John Deere Plow Works of Moline, Ill., Carl H. Gamble, sales manager, has been appointed acting superintendent, and Theodore Brown, in charge of the experimental department for several years, becomes director of engineering.

The changes were made as the result of the vacancy caused recently when A. H. Head was called to Washington, D.C., to assist the government in airplane production.

Under the new arrangement, Mr. Gamble will be directly responsible for the production of the John Deere Plow Works' line.

## WHEN THE GRAIN IS UNLOADED

And the long way home lies ahead. It's then that one of our spring seats appeals to your customers. A light, springy seat that will carry 600 lbs. with ease. Low set; gives full protection from the wind and complete control of team. Order your wagons less seats and stock the LLOYDS.



The Wagon Loaded

EVERY FARMER IS A  
PROSPECT FOR

**LLOYDS  
LOW-DOWN  
SPIRAL SPRING  
WAGON SEATS**



Going Home

MANUFACTURED AND GUARANTEED BY THE

**WAWANESA WAGON SEAT COMPANY**  
WAWANESA, MANITOBA.

### Dealers:

Lister Threshing Outfits are made in two sizes: 22 x 36 Separator, using from 9 to 15 H.P.; and 26 x 42 Separator, using from 14 to 20 H.P. The latter is the best separator for light tractor drive on the market.

Our separators are as efficient as the best and biggest threshers sold. Their unvarying record for doing good work means a large and profitable demand for you. TWO MEN handle Lister outfits with ease. They have very large capacity and are supplied with or without bagger, tailings elevator, straw carrier or blower. Sell the Lister outfits and your profits will show them to be the one best thresher line for the dealer.

Note the Six-wheel (patented) Truck which positively eliminates vibration.

## "LISTER" Threshing Outfits Deliver the Goods

THEIR RECORD ENSURES YOU SALES

Don't Delay—Specify your requirements now. We can fill all orders sent at once.

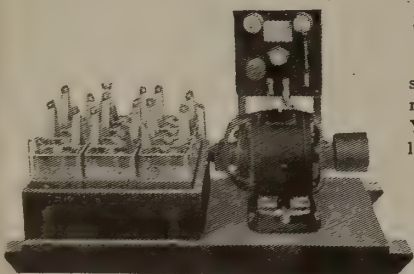


**Light for the Modern Farm  
Sell Lister Storage Battery Lighting Plants**

Our Unit plants are a line which you can sell in both town and country. Made in three sizes. Simple design. Anyone can run them. Battery, generator and switchboard are all ready assembled and set up on one base. Will run separator, churn, washer or sewing machine. Your customer can use his own engine to operate the Lister plant. Ask for literature and liberal agency offer.

### THE LISTER LINE INCLUDES

"Lister" and "Canuck" Gasoline and Kerosene Engines, Grain Grinders and Crushers, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Combination Threshers, Pumps, Pump Jacks, Power Pumping Outfits, Etc.



Ask for  
our Latest  
Catalogs

**R. A. Lister & Co. [Canada] Limited**  
Toronto WINNIPEG Montreal

Investigate  
Our Agency  
Proposition



## Hitch the FORD-A-TRACTOR To Your Business!



### GUARANTEED TO DO THE WORK OF FOUR GOOD HORSES

The Ford-A-Tractor on a car will do what some light tractors cannot do as regards bar pull developed. Steel construction throughout. Fully enclosed gears run in dust-proof oil bath. Shock absorbers. Strong steel wheels and specially tempered, machine cut steel pinions. The W.D.C. Cooling System changes water in the cylinder jackets six times a minute. The engine cannot possibly overheat. Price only \$240. We still want a few live agents. Get our money-making proposition.

#### K.M.C. TRANSFORMER

The only transformer guaranteed to successfully burn kerosene in Ford cars—AND DOES IT. Gives 20 per cent more power—50 per cent increase in mileage and 100 per cent saving in fuel cost. Write for full particulars.

### J. D. ADSHEAD CO.

Head Office: Winnipeg, Man.

Alberta Branch: 117 10th Ave. E., Calgary

## A Real Money-Maker for Dealers

Get the Agency for the

## PARKER SAFETY HITCH

"The Tractor Plowman's Insurance"

SELLS ON SIGHT



The best safety hitch for tractor plows ever invented. One size only—adaptable to all kinds of plows, and from one to five bottoms. Strong, simple design; will last a lifetime. The turning of a wing nut allows operator to set the hitch to any load. When plow hits a stone or stump, the resistance immediately unhitches the load, eliminating all possibility of breakage and injury to implement. It also saves the engine from all jar and strain—an important feature.

You can sell this Parker Safety Hitch to every tractor owner in your district. One sold will sell a dozen. No hitch on the market is so safe and reliable. Public tests in Winnipeg on July 30 fully proved the remarkable efficiency of this hitch.

Write at once for our Attractive Discount to Dealers. You can make Big Profits this Fall selling the Parker Safety Hitch. Don't Delay. Place your Order NOW. Write

**MARTIN PARKER, Tyndall, Man.**



### Largest Manufacturers of Bob Sleds in the World

Woodstock Sleighs offer your customers the maximum in value and service. Our Western Canada Sloops are equipped with 2, 2½ and 3-inch steel or cast shoes. Short tongue or cross chain coupling as desired. Heavily ironed—large dimension thoroughly seasoned wood. Oak runners, oak pole, maple and birch benches and bolsters. Best grades of paint used. Attractively striped and finished. Ask for full particulars.

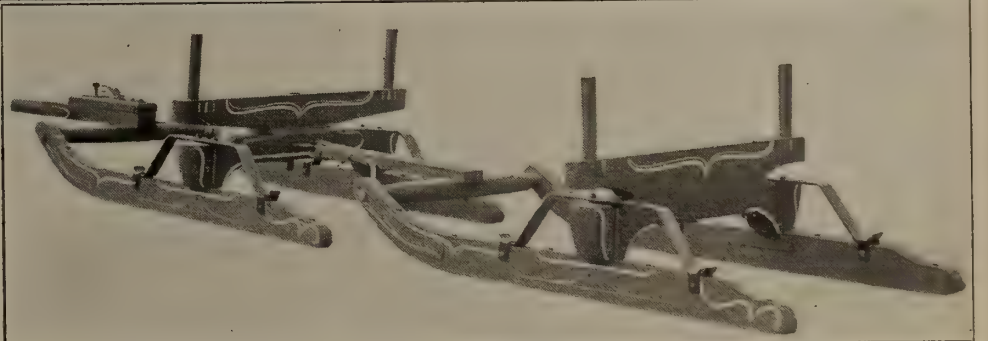
### Handle the Woodstock Line

WESTERN REPRESENTATIVES:

BERT CONWAY, Box 33, Regina, Sask. DAVID SMITH, 312 17th Ave. West, Calgary, Alta.

MANUFACTURED BY

The Woodstock Wagon & Manufacturing Co., Ltd. Woodstock, Ont.



## WOODSTOCK Wagons and Sleighs

### Business Builders for the Dealer

For 24 years the Woodstock line has been the standard of quality. Our wagons have a Dominion-wide reputation for easy running, best grade materials, perfect construction and excellent finish. Built for service and reliability. Woodstock reputation and our guarantee backs every wagon sold.

### Get and Hold the Trade

A full line of Farm Wagons in all sizes. Our Standard Western Wagon meets any competition. You cannot sell a better wagon. The Woodstock Special, Western and Regular, light two horse and heavy teaming wagons give the dealer a size and type for every possible demand. Investigate our line—Now.

Literature and Prices Mailed on Request



### An Association which Has "Made Good"

Few men connected with the implement industry realize the excellent work which has been done by the U.S. National Implement and Vehicle Association. The far-reaching scope and effective service of this body, composed of America's leading manufacturers of farm equipment and machinery, has been of the greatest value to that country in meeting the strictures and necessities of production in war times. During the first six months of this year the membership of this body shows a remarkable increase. Fifty-one manufacturers applied for membership during that period in order that they might be in line to receive the valuable service which is obtainable through no other source. For the National Implement and Vehicle Association is the clearing house for the industry. The growth of the association in numbers this year is the more noteworthy when it is said that its membership last year was increased by 37 per cent—and still it grows.

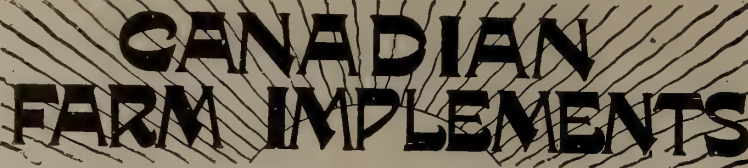
The war has served only to magnify the peace-time service of the association in the minds of manufacturers generally. Many conditions have arisen that could only have been successfully handled through the organized effort put forth by the association, whereas manufacturers individually would have found it difficult, to say the least, to bring about the desired results.

Through the efforts of this organization the implement industry in the United States was finally given a special committee known as the "Farm Implements Committee," whose function is to assist the priorities division of the war industries board in seeing that the needs of the manufacturers were given preference by the producers of materials.

The National Implement and Vehicle Association, at its executive offices 76 W. Monroe St., Chicago, would, we believe, be very glad to explain the workings of the association and its well-organized departments to any Canadian manufacturer who is interested in knowing. It has a record of achievement and service that is most convincing.

### Shows Increase in U.S. Implement Prices

A government report from Washington shows that in the United States the increase in the cost of farm implements in the past few years has been moderate compared with the increase in the cost of other articles. A table



**CANADIAN FARM IMPLEMENTS**

THE OFFICIAL ORGAN OF THE  
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION  
AND  
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER  
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF  
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY.

Established in 1904 and Published Monthly by  
**Canadian Farm Implements, Limited**  
STOVEL BUILDING WINNIPEG, CANADA

**SUBSCRIPTIONS**  
\$1.00 per year in Canada: Foreign \$1.25 per year Single Copies, Ten Cents

**ADVERTISING**  
RATES MADE KNOWN ON APPLICATION  
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

**CORRESPONDENCE**  
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association  
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, AUGUST, 1918

shows the comparative increase in prices paid by farmers from 1909 to 1917. It is shown that the average increase of 1917 over 1914 is 45 per cent, and over 1909 50 per cent. The average increase in farm implements, however, is only 43 per cent over 1914 and 44 per cent over 1909, as against increases in the cost of other articles ranging all the way from 37 up to 130 per cent.

### U.S. War Industries Board Eliminates 3,000 Types of Machines

The other week the U.S. War Industries Board announced its schedule for the elimination of unnecessary types and styles of farm implements. This schedule is the result of a thorough survey of the farm implement industry. It is designed to conserve materials, labor and transportation facilities for the period of the war as it will materially reduce the size of stocks carried, the capital invested, and the volume of transportation necessary to carry the agricultural implements to the farmer. It is also expected to work toward stabilization of the cost.

The report shows that a total of 3,000 surplus types of plows and tillage implements have been discontinued under the conservation plan. Out of 303 types of plows, only 65 will be manufactured after December 1st. Out of 330 types of corn planters and

drills, only ten will be manufactured, and 107 types of harrows have been reduced to 44. Questionnaires are now being sent to manufacturers of harvesters, mowers and rakes, and of ensilage machines, and conservation measures are being planned for these lines. Further elimination of unnecessary types and additional standardization is being worked out by various committees representing different branches of the industry in connection with the War Industries Board.

### Educate the Customer

One reason why so much of the average dealer's advertising misses fire is because he fails to properly educate his customers. In many cases he carefully describes the article he is pushing, plays up its various points of merit and thoroughly convinces the reader of its relative efficiency, but at the same time neglects to tell him in a comprehensive manner in what ways the commodity in question is specially suited to his requirements.

There exists in each community what may be called a dormant demand—that is, a demand that really exists in a vague form, but has not yet made itself keenly felt. The dealer who vitalizes this dormant demand and cultivates it consistently and persistently is the one who is sure to forge ahead in the battle for commercial supremacy.

### Sample Tractors Necessary

To a very great extent the size of tractor which is most popular in a certain section depends entirely upon the size of farms in that section and to soil conditions. The two plow machine was rapidly replaced in many areas by the three plow tractor, although on small holdings it retains its popularity. In many districts in the central states about three farmers out of four prefer a tractor developing about 10-20 h.p. The average farmer usually wants to know how many plows a tractor will pull but this depends to a very great extent upon local soil conditions. It is preferable to sell the machine on the basis of its draw-bar power. Further the draft of the plow varies greatly according to the soil. In sandy land it will be only about three pounds per square inch; in stubble four to five pounds, and in gumbo possibly twenty pounds.

In introducing a tractor in his territory, the dealer should remember that there are two important factors to consider:

First, the farmer will not buy a tractor which he has not seen; and, second, he will only in cases buy a tractor which he has not seen in use in his vicinity. It is all very well to tell the farmer what a certain tractor has done in some far-off section of the country, and of the wonderful record which it has made in demonstrations there; but what he wants to know is just exactly what that tractor will do, how many plows it will pull and how much fuel it will use, under the conditions it would encounter on his own farm.

It is very evident, therefore, that if the dealer is to successfully sell tractors, he must have a sample tractor in his place of business. Furthermore, this tractor must be given a working demonstration, at some time or other, before the farmers who might be interested in purchasing such a machine.

### Elimination Applying to Cream Separators

Following a suggestion by the U.S. government, the National Implement and Vehicle Association called a meeting of cream separator manufacturers in the United States to take steps in the consideration of elimination of sizes and styles that might be made in their lines as a war conservation measure. In a later meeting the cream separator manufacturers, following a thorough investigation of their individual sizes and styles of machines reported to the Association on what they considered could be eliminated as a war measure.



### Fanning Mill Sales are Important

The dealer who neglects the sale of fanning mills overlooks a line that has a direct effect upon the prosperity of his community. The profits to the farmer who purchases a fanning mill are many. He secures a higher grade product and better prices for his grain. The screenings can be conserved to feed his chickens and hogs, and are not wasted by leaving the farm. He grades the perfect kernels for seed, saving the price of the machine, over and over again, by cleaning his grain so that he has cleaner, better and bigger crops. With good graded seed he can whip the weeds and fight drouth. Good seed is resistant; sickly, scrawny seed is not.

It is the duty of the dealer to talk fanning mills to every farmer he sees—to advertise the advantages of cleaning before marketing, and cleaning before planting, in his local paper—and his efforts will be directly profitable to himself as well as to the country in general. A mill is not a machine that just some farmers should have. It is a piece of equipment that every farmer must have if he does not want to stand an astounding loss from negligence each year.

If the farmer would grade out each year the perfect grain raised on his own soil he would breed up seed that would soon make a record yield as compared with the best imported seed. It is a case of aligning the peculiarity of his soil with the individuality of the parent seed, and this system followed systematically has shown everywhere the immense value of careful seed grading and selection.

### The Fordson Tractor in England

A recent cablegram from London, England, states that Henry Ford & Son had delivered the Fordson tractor for which contract was made with the British government, 6,000 in all. The dispatch also stated that the tractor has been placed on sale in England at retail at a price of \$1,250. No information was given as to the quantities in which these tractors will be available for private sales.

### Large Entry List for Eastern Canadian Demonstration

The list of entries already received for the Tractor, Truck and Power Demonstration, to be held at Coburg, Ontario, September 17th to 20th, indicates that this event will be the greatest of the kind ever held in Eastern North

America. Manufacturers of tractors and all kinds of belt power farm equipment will be there from all parts of America to meet the farmers and dealers who will be present, probably to the number of fifty thousand.

Dealers, manufacturers and consumers will be present, and a good attendance should be seen from Western Canada at this demonstration, which in past years has had so successful a record.

### Company Appoints Officers

The Beeman Garden Tractor Co., of Minneapolis, announces that at the annual stockholders' meeting, held recently, the directors elected were: E. R. Beeman, F. J. Smith (secretary Osborn McMillan Elevator Co.), M. E. Wilson (banker), and A. G. Furber (sales manager Staude Mfg. Co.).

It was also announced that Mr. Beeman has purchased the entire stock and interest of P. J. Lyons, former director P. H. Knoll.

The following officers were elected by the board: E. R. Beeman, president and treasurer; M. E. Wilson, vice-president; A. G. Furber, secretary.

### John Deere at Salina

At the great tractor and power farming demonstration at Salina, Kansas, the John Deere line was well represented with its leading implements, particularly tractor plows. A feature of the Deere & Co. exhibit was the "Waterloo Boy" kerosene tractor, which will be sold by the Deere organization in Canada next year. This well known machine is now a part of the John Deere line.

### Plow Attachment Concern Reorganized

A reorganization of Christiansen Implements, Ltd., Winnipeg, took place recently, when the following gentlemen were elected as executive: President, C. H. McFadyen; vice-president, W. J. Thomson; secretary, W. L. M. Jones.

The new company have taken over the complete equipment and plant of the former concern, the Christiansen Harrow Works. They will in future handle all sales direct from the factory, instead of through distributing agents as formerly. The organization have secured a large machine shop and office space at 303 Owena St., Winnipeg, having trackage facilities and large storage space. New machinery has been added and the staff increased so that the production of the company has been increased nearly

ten-fold. President McFadyen states that the demand for Christiansen harrow and packer plow attachments for all over the Canadian West is exceptionally heavy, farmers realizing the value of these implements as a means of conserving every drop of available moisture and preventing the drifting of soil. Christiansen Implements are the exclusive Canadian manufacturers of the Western packers, pulverizer and mulcher, a machine which has given great satisfaction all over the Western States. The great value of these plow attachments is in their labor-saving and mulch-forming capacity. Following the plow, they till the soil at the right time, save a double operation and form a mulch that is an excellent storehouse for the moisture.

### Tractor Company in Merger

A new organization known as the Midwest Engine Co. has been formed by the merger of the Lyons Atlas Co., Indianapolis, Ind., and the Hill Pump Co., Anderson, Ind. The new firm has been incorporated with a capital stock of \$3,500,000.

The company will continue the manufacture of the Atlas Diesel engine and the Lyons Atlas tractor at the Lyons Atlas plant and the manufacture of turbine engines and pumps at the Anderson plant. It is announced that the plant and equipment will be enlarged at a cost of about \$1,000,000, and that production will be kept up at full capacity. The annual output of the company, after the extensions have been made, is expected to reach \$20,000,000, and about five thousand workmen will be employed. Atlas tractors are handled in Western Canada by the Western Tractor Sales Co., Calgary.

### Enormous Growth of Automobile Demand

During 1917 more than 75,000 new automobiles were put into operation in Canada. In 1916 the aggregate cars in the Dominion totalled 115,597; in 1917 the total was 191,518. Yet this is not equal to the number of cars in relation to population in the United States. From figures recently issued, it is shown that in the United States there is one automobile to every 30 people. Every sixth family able to ride in its own motor car was the status of the United States at the beginning of 1917 in the use of self-propelled pleasure vehicles, based on the registration on January 1, 1917, of 3,500,000 automobiles for the 103,000,000 of population—if evenly distributed.

### Personal

George Elder is a new automobile dealer at Jenner.

R. J. Bailey is now carrying on an automobile business at Pelly.

J. G. McGowan has opened an auto accessory business at Hanna.

W. D. Greig is closing up his implement business at Woodrow.

L. B. Fisher, auto dealer at Olds, has sold out to J. H. Kemp.

Frank Wilson is the name of a new automobile dealer at Lomond.

C. H. Kettlewell, auto dealer at Keeler, has sold out to G. Christianson.

N. Claggett has opened a new automobile repair business at Hanley.

Horace Cote is the proprietor of a new automobile business at Admiral.

T. H. Mathews has discontinued his automobile business at Enchant.

The Mazenod Garage, in the town of that name, has changed ownership.

The Taber Motor Co. has been incorporated at Taber with a capital of \$20,000.

Angott Bros., implement and automobile dealers at Morse, have dissolved partnership.

The Dominion Motor Car Co., Winnipeg, are opening a branch business at Saskatoon.

Boise & Wig, auto dealers at Dollard, have dissolved partnership. O. A. Wig continues.

Van Horne & Stebbins are automobile dealers who recently opened up at Claresholm.

Harris & Co. is the name of a new concern selling automobiles and accessories at Wadena.

Ray Lincoln, an automobile and implement dealer at Hazenmore, has sold out to C. A. Pilgrim.

C. E. Burrows & Co. are a new firm carrying on a machine and repair business in St. Boniface.

Oxley & Lowe, auto dealers at Cardston, recently suffered a partial loss by fire in their garage.

T. Callaghan recently suffered considerable loss by fire in his automobile business at Canora.

M. L. Crouch, an automobile dealer at Redcliff, has discontinued his business at that centre.

P. G. Bedson, traffic manager of the John Deere Plow Co., Winnipeg, is at present on his vacation.

Arthur Dandridge, an automobile dealer in Victoria, has discontinued operations in that coast city.

Jas. A. Mitchell, formerly special salesman in the Brandon territory of the International Har-



vestor Co., has been made a blockman at the Brandon branch house.

The Western Canada Auto Tractor Co. was recently registered under the laws of Saskatchewan.

J. H. Virtue, an automobile dealer at Lethbridge, has sold out his interest at that point to H. E. Meibach.

Roy Lincoln, garage owner and implement dealer at Hazenmore, is discontinuing operations at that town.

The Dominion Sedan Co., manufacturers of automobile bodies, was recently incorporated at Winnipeg.

J. G. McVicar has bought out the implement business at Arnaud, formerly carried on by Coulter Bros.

Mason & Purcell, implement and automobile dealers at Delia, have dissolved partnership. F. R. Mason continues.

H. F. Anderson, manager of the Tudhope-Anderson Co., Winnipeg, spent a few days at the exhibition at Regina.

R. H. Lawson has sold his interest in the Lawton-Lawson Co., manufacturers of gas engines, at

De Pere, Wis., to the E. W. Lawton Co.

Manager J. Gibney, of the Minneapolis Steel & Machinery Co., Winnipeg, was a visitor to the fair at Regina.

Blachley & Simmons, implement dealers at Carmangay, have dissolved partnership. W. B. Blackley continues.

J. Stanley Maw, head of the firm of Joseph Maw & Co., automobile distributors, Winnipeg, has joined the army.

T. M. Stedman, formerly a salesman for the International Harvester Co. at Calgary, has been made a blockman.

Dent Parrett, of the Parrett Tractor Co., Chicago, has received a commission of captain in the Ordnance Reserve Corps.

J. A. Martin, implement dealer, Blackfalds, has bought out the business at that town formerly carried on by R. Randolph.

J. M. Cooper, an implement dealer at Medicine Hat, has taken on what should be a "quick moving" line in the shape of groceries.

J. A. Thompson, president of the Happy Farmer Co., Winnipeg, was present with the company's exhibit at Regina fair.

West Woods, Limited, is the name of a new manufacturing concern recently incorporated in Winnipeg to produce wagon and implement woods.

Allis & Weidenhammer, implement and hardware dealers at Grandview, have registered a partnership in their business at that point in the West.

Mrs. O. B. Kinnard, wife of the president of Kinnard & Sons Mfg. Co., Minneapolis, passed away at her home in Minneapolis on Sunday, July 31st, at the age of 63. She is survived by her husband and four children.

G. A. Benedict, formerly collection correspondent for the International Harvester Co. at Regina, has been transferred to Yorkton. H. F. Chappell, of the Regina branch, has gone into the general store business at Hanley.

Capt. C. M. Ackland, formerly of the firm of D. Ackland & Son, Winnipeg, was recently awarded the Military Cross for services at the front. Capt. Ackland is at present in England convalescing after a complete breakdown which he suffered following the spring campaign in France.

Allan Jack, the well-known machine man at Lethbridge, has opened showrooms, salesrooms and garage on Second Ave. South in that city. He will handle Gray-Dort cars, the Advance-Rumely line, Hart-Parr tractors, Fairbanks-Morse goods and Sharples separators.

E. B. Sawyer, president of the Cushman Motor Works, Lincoln, Nebraska, recently visited the Winnipeg headquarters of the company. Mr. Sawyer went west to Brandon and spent a few days at the fair. This is his first visit to a large Canadian exhibition, and he was very favorably impressed with the machinery display.

J. E. Burbank, formerly man-

ager of the Eastern Moline Plow Co., Bloomington, Ill., the branch now known as the Illinois Moline Plow Co., has resigned his position with the Moline company to become manager of the Des Moines branch of the Emerson-Brantingham Implement Co., Rockford, Ill. Mr. Burbank is well-known to the implement trade in Western Canada.

Capt. Roger Hutchison, Lethbridge, has been awarded the Military Cross. Capt. Hutchison was well known all over southern Alberta, having travelled for a number of years for the International Harvester Co. out of Lethbridge. He was familiarly known as "Hutch" to most of the people. His many friends will be delighted to hear that he has this war honor bestowed on him.

### David Drehmer Injured in Accident

During Brandon Fair, David Drehmer, the popular manager of the John Deere Plow Co., Winnipeg, met with a serious accident. On the fair grounds among the congestion of automobile traffic, a mix-up occurred, and Mr. Drehmer, who had at the time alighted from his car, endeavored to straighten out the jam of cars. A car, with engine running at full speed, instead of reversing evidently jumped ahead, running into Mr. Drehmer and going over him. Mr. Drehmer had his left arm badly broken about two inches from the shoulder, one foot injured and his whole right side badly bruised. Fortunately no internal injuries were sustained.

Other members of the Deere organization who were present took Mr. Drehmer to a doctor and had temporary aid. He was then taken home to Winnipeg, where, at this writing, he is confined to his residence and getting on as satisfactorily as can be expected. We trust he will recover soon.

## THE CANADIAN LIGHTNING ARRESTER AND ELECTRICAL COMPANY LIMITED

### FIRE LOSSES IN SASKATCHEWAN

For the year 1916 totalled \$1,588,191, according to figures issued by the Provincial Fire Commissioner's Department. The greatest number of fires from any one cause was by lightning.

The total fire loss for Canada in 1916 was \$25,400,000.

Proper Lightning Rods properly erected give almost 100% protection. Imagine what the saving to the Dominion would have been in 1916 if all buildings had been rodged!

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Every farmer in your district owes it to himself to protect his family, home, buildings and live stock. He can do it with Townsley Lightning Rods. See that YOU get his business instead of the peddlers who go through the country picking off the "cream" with unbranded rods of no recognized standard.

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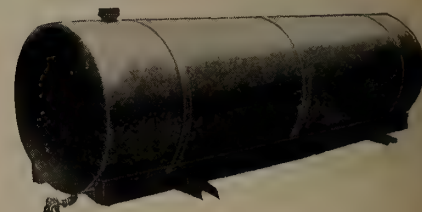
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## Wagon Oil Tank

BUILT TO LAST AND GIVE  
SATISFACTORY SERVICE

One Piece Construction  
All Seams Welded  
Faucet  
Capped Filler Hole



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CHIEF**

JOHN DEERE PLOW

COMPANY LIMITED

**TRUCKS****DIMENSIONS:**

No. 13, Metal Wheel  
Cook Truck,  $3\frac{1}{2}$  x 11;  
tire, 5-in.; wheels,  
28-34, with 6ft. 8in.  
track

No. 15, Metal Wheel  
Turn-under Truck,  
 $3\frac{1}{4}$  x 10; 5-in. grooved  
tire; wheels 28-34

No. 22, Metal Wheel  
Truck, 3 x 9; 4-in.  
tire; wheels, 28-30



No. 27, Northern Chief Metal Wheel Truck

**DIMENSIONS:**

No. 27, Metal Wheel  
Truck,  $3\frac{1}{4}$  x 10; 4-in.  
tire; wheels 28-34

No. 35, Metal Wheel  
Truck,  $3\frac{1}{4}$  x 10; 4-in.  
tire; wheels 28-34

Also a good stock of  
Wood Wheel Trucks

**OUR WAGON (both Canadian and American) AND TRUCK STOCK IS VERY COMPLETE**

**Marseilles Portable  
Grain Elevators****(For Horse or Engine Use)**

In these times of scarcity and high  
cost of labor, this Elevator would  
soon pay for itself in loading  
cars or placing small grains in  
Elevator



**BUILT IN TWO SIZES:  
23 and 28 feet**

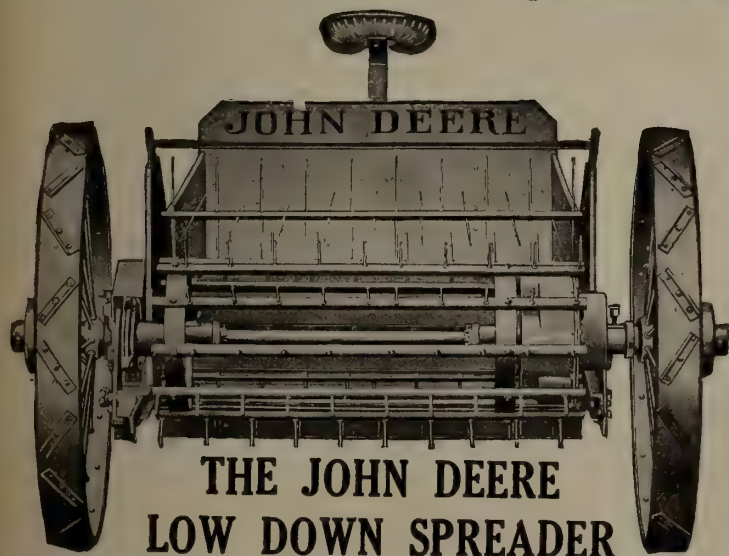
**Elevating Capacity**

15 to 20 bushels per minute

**Power Required**From  $2\frac{1}{2}$  Horse-power up**Trucks**

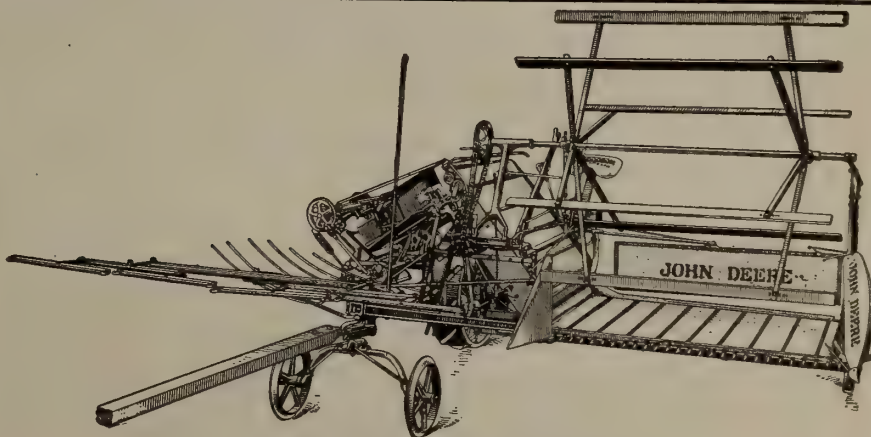
Elevator is mounted on sub-  
stantial truck, strong enough  
to carry from a  $2\frac{1}{2}$  to 6 Horse-  
power Gasoline Engine

**PLACE YOUR ORDERS EARLY AND BE  
SURE OF GETTING THE GOODS**

**THE JOHN DEERE  
LOW DOWN SPREADER**

**The Only Spreader with the Beater  
on the axle (Only Hip High)**

No chains, less parts, light draft. You can spread  
from 5 to 25 loads to the acre.



John Deere Light Draft Binder

**— The Better Binder —**

Did you read our Ad. in the July issue of this paper?  
If not do so at once, as it tells you all about it and our  
Binder Hitches for Tractors of all sizes.

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REGINA, SASK.

SASKATOON, SASK.

JOHN DEERE PLOW

COMPANY LIMITED

CALGARY, ALTA.

EDMONTON, ALTA.

LETHBRIDGE, ALTA.



## Brandon Light Tractor Plowing Demonstration

### Thirty Firms---Forty Tractors---126 Bottoms

If any proof were required of the wonderful development of the tractor the light tractor plowing demonstration, held at Brandon on July 23, 24 and 25, will silence the most skeptical individual. The number of entries of plows and tractors swamped that of any previous year. In 1917 the tractors in operation numbered twenty-two. At Brandon Demonstration forty tractors and a tractor attachment pulled 126 bottoms. During the three days, or six hours plowing approximately 80 acres were turned over.

This eclipses any gathering of tractors, in either competition or demonstration, yet held in the

Canadian West. At the big plowing tests held at Winnipeg some years ago, in the days of the "heavy" classes, the average entry list was only some twenty tractors each year.

Two factors stand out vividly as a result of Brandon Tractor Plowing Demonstration. One is that mechanical ingenuity has evolved in the light tractor an entirely dependable machine; the other is that in the Canadian West the farmer is convinced that the tractor is what he requires, and what he is going to have if his purse can afford it. With the shortage of man-power and the continual rush to get work done in short seasons, also the high cost of animal power and feed, the farmer sees in the light tractor or his salvation. It is safe to say that the indirect result of the Tractor Plowing Demonstration at Brandon will be a greatly increased demand for both tractors and tractor implements.

From the viewpoint of the farmer, a tractor demonstration should not be held under perfect or ideal conditions, and the conditions at Brandon this year were

far from ideal. On the first day of the demonstration the weather was good, but on the second and third days it was a case of mud and heavy sticky soil. The fields which were located about 2½ miles to the south-west of the Fair Grounds, were covered with a good crop of weed which helped to prove the efficiency of the plows in working in trashy land. The fields varied in parts as regards soil conditions, but the specified plowing depth required by the regulations was adhered to by the majority of the concerns.

#### Educational Value Great

While the attendance was not so large as would have been the case had weather conditions been better, it was very satisfactory, for each day an average of approximately three thousand attended the demonstration. Tractor and plowmen are enthusiastic over the demonstration. They concede that the expense entailed in entering outfits for the demonstration is heavy, especially when most concerns are working with the minimum number of men, but they believe that the publicity value of the demonstra-

tion and the resulting inspiration to farmers along tractor lines is beneficial to business. Many concerns did good business as a result of the demonstration, while future sales will prove that the demonstration has helped many farmers to decide finally for tractor or power. The farmer generally was there to see many different types at work and to decide which machine best suited his conditions.

#### Plow Concerns Participating

Of especial interest this year was the great variety of tractor plows in use. No less than twelve plow concerns had their machines represented, the following concerns having the number of plows shown in operation:

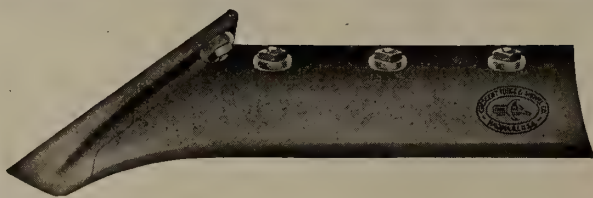
Cockshutt Plow Co., Brantford, Ont., 12 plows. John Deere Plow Co., Winnipeg, 4 plows. J. I. Case Plow Works, Racine, Wis., 6 plows. Grand Detour Plow Co., Dixon, Ill., 6 plows. Massey-Harris Company, Toronto, 1 plow. Oliver Chilled Plow Works, South Bend, Ind., 3 plows. International Harvester Co., Hamilton, Ont., 1 plow. Rock Island Plow Co., Rock Island, Ill., 3 plows. Vulcan Plow Co., Evansville, Ind., 1 plow. Emerson - Brantingham Co., Rockford, Ill., 1 plow. Moline Plow Co., Moline, Ill., 1 plow. La Crosse Plow Co., La Crosse, Wis., 1 plow. A total of 126 bottoms were in use.

#### Location of Outfits

Draws were made for the location of the various outfits, so that no entrant could be shown favoritism in relation to location. The concern had simply to take the plot, which chance provided for them. On the first and second day's plowing the same allotments were used; on the third day the draw gave every company another position in the second field to be plowed. During the exhibition several firms held private demonstrations to prove out some feature to their own satisfaction or to show prospective customers what their tractors were capable of doing. The order in which the outfits are reported is that in which they operated during the first two days of the



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demonstration. We give herewith particulars and specifications of the individual entries at the demonstration.

## Tractors and Plows

**Huber**—The Huber Manfg. Co., Brandon, demonstrated a Huber Light Four, 12-24 h.p., a 4-wheel machine weighing 5,000 lbs. Engine, 4-cyl. vertical Waukesha,  $4\frac{1}{4} \times 5\frac{3}{4}$ , burning kerosene. Ignition, Kingston magneto with impulse starter. Carburetor, Kingston, with air cleaner. Cooling, Perfex radiator, pump circulation. Plain, roller and ball bearings. 2390 lbs. pull at plowing speed. Two speeds. The Huber pulled a 3-furrow Cockshutt light tractor plow with automatic power lift, high arched beams, stiff hitch and Q.D. bottoms. Joseph Neilly, manager, was in charge.

**Avery**—The Canadian Avery Co., Winnipeg and Regina, had four Avery tractors in operation. The Avery 5-10 h.p. has four wheels and weighs about 2,500 lbs. Four speeds forward. Avery 4-cyl. vertical 3 x 4 engine using kerosene. Bearings, Hyatt and babbitt. Ignition, Atwater-Kent Carburetor, Zephyr. Cooling radiator and thermo syphon circulation 800 lbs. pull at plowing speed. The 5-10 h.p. pulled a 14-inch John Deere light tractor plow, with self lift and Q.D. shares. The 8-16 h.p. Avery, 4 wheels, weighs 5,000 lbs. Avery valve in head engine, 2-cyl. horizontal, 5½ x 6, using kerosene. Babbitt bearings. Ignition, K.-W. magneto, with impulse starter. Avery throttling governor, Kingston carburetor and Avery gasifier. Cooling, own radiator and thermo-syphon circulation. 1,800 lbs. pull at plowing speed. The 8-16 pulled a two-bottom Grand Detour plow, with power lift, bar hitch and bolted shares. An Avery 12-25 h.p. 4-wheel machine, weighing 7,600 lbs. Avery valve-in-head, 2-cyl. engine, 6½ x 7, using kerosene. Babbitt bearings. K.-W. magneto and impulse starter. Avery throttling governor. Kingston carburetor and Avery gasifier. Thermo-syphon circulation in cooling system. 2,800 lbs. pull at plowing speed. The 12-25 h.p. handled a 3-bottom Grand Detour plow, as above. The fourth tractor was an Avery 18-36 h.p. four wheels, weighing 9,500 lbs. Avery engine, valve-in-head, 4-cyl., horizontal, 5½ x 6, using kerosene. Ignition, carburetor and cooling as in the 12-25 h.p. tractor. 3,500 lbs. pull at plowing speed. The 18-36 h.p. Avery pulled a 4-bottom 14-inch Grand Detour plow, with power lift. I. J. Haug, Winnipeg, and L. J. Haug, Regina, were in charge, and the following



representatives were also present: E. M. Voorheis, foreign sales manager, Peoria; L. R. Volkenburg, tractor school instructor; Ben Bliss, Minneapolis; A. B. Campbell, Fargo branch, and four experts.

**Ideal and Beaver**—The Goold, Shapley & Muir Co., Regina, showed a 12-24 h.p. Ideal Junior, a four-wheel tractor with a 2-cyl. opposed horizontal engine,  $6\frac{1}{2} \times 9$ . Special kerosene carburetor, ignition H.T. trip magneto. Bronze bearings. Own cooling system. Weight 6,000 lbs. The Ideal pulled a 3-bottom Cockshutt plow with self-lift and Q.D. shares. The Beaver 12-24 h.p. has four wheels. Engine, heavy duty Waukesha,  $4\frac{1}{2} \times 6\frac{3}{4}$ . Double kerosene carburetor, ignition Dixie magneto. Seven speeds forward and reverse. Weight 5,800 lbs. It pulled a 3-furrow Cockshutt plow, as above. There were present John Muir, Brantford, manager, and T. R. Scott, Calgary; C. W. Northcott, Regina, and C. Trott, Portage la Prairie, western branch managers.

**Happy Farmer**—The Happy Farmer Co., Winnipeg, demonstrated a 12-24 h.p. Happy Farmer tractor, Model F. Three-wheel design. Weight, 3,800 lbs. Engine, horizontal, valve-in-head, 2-cyl. horizontal,  $5\frac{3}{4} \times 7$ , using kerosene. Madison-Kipp lubrication. Hyatt roller bearings. Kingston carburetor and air cleaner. Ignition, Atwater-Kent. Modine radiator and pump circulation. 2,000 lbs. pull at plowing speed. The Happy Farmer was pulling a 3-furrow J. I. Case medium duty plow with automatic lift, spring release and Q.D. shares.

**Nilson Jr.**—The Happy Farmer Co., who are distributors for the Canadian Nilson Tractor Co., also showed a Nilson Jr., a machine with either 1 or 3 drive wheels, 16-30 h.p. Weight, 4,300 lbs. Engine Waukesha 4-cyl. vertical  $4\frac{1}{4} \times 5\frac{3}{4}$ , using kerosene. Hyatt roller bearings. Final chain drive. Kingston carburetor and Bennett centrifugal air cleaner. K.-W. high tension ignition. Cooling, Modine radiator and pump circulation. 3,000 lbs. pull at plowing speed. The Nilson was pulling a J. I. Case tractor plow with four bottoms and automatic lift. A. J. Mumford, sales manager of the Happy Farmer Co., was in charge, accompanied by J. M. Thompson, president, and W. H. Williams, sales manager of the Nilson Tractor Co., Minneapolis.

**Massey-Harris**—The Massey-Harris Co., Toronto, made the first public demonstration of the new Massey-Harris 12-25 h.p.

tractor. The tractor weighs 5,200 lbs., is four wheeled and has an underslung frame with flexible front axle connection. The engine is 4-cyl. vertical,  $4\frac{1}{4} \times 5\frac{1}{2}$ , using kerosene. Ignition, H.T. magneto, with impulse starter. Clutch, 3 plate enclosed. Self aligning ball bearings. Two speeds. Honeycomb radiator and pump cooling. Kerosene carburetor with air cooler. Ball type governor. 3,000 lbs. pull at plowing speed. The Massey-Harris pulled a 3-furrow Massey-Harris tractor plow, convertible type with power lift and stiff hitch.

The work done during the demonstration by the Massey-Harris tractor and plows was evidently first class if one may judge from the enthusiastic remarks of the farmers present. The outfit left the field after the third day, bearing a banner with the slogan "The Massey-Harris Victory Tractor."

**Cleveland**—Guilbault's Ltd., Winnipeg, distributors for the Cleveland Tractor Co., demonstrated a Cleveland 12-20 h.p. caterpillar tractor, weighing 3,200 lbs. Weidely valve-in-head, 4-cyl. vertical,  $3\frac{3}{4} \times 5\frac{1}{2}$  gasoline engine. Hyatt ball and roller bearings. Kingston carburetor and air cleaner. Ignition, Eisemann magneto. Cooling by McCord radiator and pump. 1,500 lbs. pull at plowing speed. The Cleveland operated a 3-furrow Oliver plow with power lift, bar pin break, rigid connection and Q.D. shares.

**Twin City**—The Minneapolis Steel & Machinery Co., Winnipeg, demonstrated one of their Twin City 16-30 h.p. tractors, a four-wheel machine with two speeds. Weight, 7,800 lbs. Twin City oil burning engine, 4-cyl. vertical,  $5 \times 7\frac{1}{2}$ . Force feed and splash lubrication. Hyatt high duty bearings. Kingston carburetor and Bennett air cleaner. K.-W. ignition with impulse starter. Spring mounted. 3,000 lbs. pull at plowing speed. The Twin City handled a 4-bottom Cockshutt engine plow.

**New Hart-Parr**—Hart-Parr of Canada, Ltd., Winnipeg, showed a New Hart-Parr 18-30 h.p. tractor, weighing 5,000 lbs. Hart-Parr valve-in-head, 2-cyl. horizontal engine  $6\frac{1}{2} \times 7$ . Madison-Kipp lubrication; S.K.F. ball bearings. High tension magneto ignition with impulse starter. Special kerosene carburetor. Cooling, Perfex radiator and pump. The Hart-Parr pulled a 4-bottom John Deere light tractor plow with power-lift attachment and stiff hitch.

**International**—The International Harvester Co., Brandon, show-

ed a 15-30 h.p. International tractor, weighing 9,000 lbs. Four wheels 4-cyl. I.H.C. valve-in-head kerosene engine,  $5\frac{1}{4} \times 8$ . Madison-Kipp lubrication. K.W. ignition. I.H.C. carburetor and air cleaner. Plain and roller bearings. Cooling, radiator and rotary pump. 2,350 lbs. pull at plowing speed. The 15-30 International pulled a 4-furrow Oliver plow, No. 79, with bar pin break, rigid connection and Q.D. shares.

**Mogul**—The same company showed a 10-20 h.p. Mogul tractor weighing 5,500 lbs. Four wheels. Engine, I.H.C. valve-in-head, 1-cyl. horizontal,  $8\frac{1}{2} \times 12$ , using kerosene. Madison-Kipp lubrication. H.T. magneto ignition and impulse starter. I.H.C. fuel mixer. Hopper cooling. The Mogul pulled a 3-furrow Oliver plow No. 78, same type as above.

**Titan**—The 10-20 h.p. Titan was also shown by same company. Weight 5,710 lbs. Motor I.H.C. valve-in-head, 2-cyl. twin horizontal,  $6\frac{1}{2} \times 8$ , using kerosene. Madison-Kipp lubrication. K.-W. ignition and impulse starter. Own governor and carburetor. Water cooling thermo-syphon circulation, 1,800 lbs. pull at plowing speed. The Titan handled a 3-furrow Hamilton plow with automatic lift. J. C. Brosnahan, manager at Brandon, was in charge of the company's entries.

**Gray**—The Gray Tractor Co. of Canada, Winnipeg, showed a Gray 18-36 h.p. machine with 2 steering wheels and wide drive drum. Weight 6,250 lbs. Motor; Waukesha 4-cyl. vertical,  $4\frac{3}{4} \times 6\frac{3}{4}$ , using gasoline. Timken, Hyatt and bronze bearings. Bennett carburetor and air cleaner. K.-W. magneto and impulse starter. S.J. radiator and pump circulation, 3,000 lbs. pull at plowing speed. The Gray wide drive drum tractor pulled a 4-furrow John Deere plow, 14-inch bottoms, with high level lift and Q.D. shares. J. W. Gray, president, Minneapolis, H. Dodge, sales manager, C. A. Koepke, special representative, and A. Prugh, Canadian manager, were present.

**Gilson**—The Gilson Mfg. Co., Winnipeg, showed their 12-25 h.p. Gilson all-standard tractor. This machine has a 4-cyl. vertical Waukesha valve-in-head engine. Dixie H.T. ignition; Kingston carburetor and special governor. Hyatt bearings. Foote - Strite transmission. Operates on gasoline or kerosene. It pulled a 3-furrow Cockshutt engine plow with stubble bottoms. N. J. Stewart, manager Winnipeg branch, was in charge, while S. Koch and R. Dawson were present from the factory at Guelph, Ont.

**Staupe Attachment**—The Staupe Mak-a-Tactor, an attachment for converting an automobile into a tractor, was demonstrated by the Western Canada Auto Tractor Co., Moose Jaw. The attachment pulled a 2-furrow La Crosse plow with power lift and Q.D. shares. H. F. Pierce, manager, was in charge.

**Little Giant**—N. J. Dinnen & Co., Winnipeg, demonstrated the Little Giant 16-22 h.p. tractor, a 4-wheel machine weighing 5,200 lbs. Little Giant motor, 4-cyl. horizontal,  $4\frac{1}{4} \times 5$ , using kerosene. Hyatt bearings. H.T. magneto ignition and impulse starter. Kingston carburetor. S.J. radiator and pump cooling; 3 speeds; 2,200 lbs. pull at plowing speed. The Little Giant hauled a 3-furrow Cockshutt plow with 14-inch bottoms. N. J. Dinnen was in charge.

**Minneapolis**—The Minneapolis Threshing Mach. Co., Winnipeg, demonstrated a Minneapolis 15-30 h.p. kerosene 4-wheel tractor. Weight 6,600 lbs. Engine, own make, 4-cyl. vertical,  $4\frac{1}{2} \times 7$ , using kerosene or gasoline. K.-W. ignition. Kingston carburetor. Mechanical oiler and splash lubrication. Two speeds. The Minneapolis 15-30 h.p. pulled a 3-bottom J. I. Case plow with automatic lift and spring release hitch, and equipped with slip shares. T. H. Roney, manager at Winnipeg, was in charge, assisted by B. H. Maclean.

**Case**—The J. I. Case T. M. Co., Winnipeg, showed a Case 9-18 h.p. 4-wheel tractor; weighing 3,800 lbs. Engine, Case valve-in-head, 4-cyl. vertical,  $3\frac{7}{8} \times 5$ , using kerosene. Hyatt bearings. Own air cleaner. Kingston H.T. ignition with impulse starter. Kingston carburetor. Radiator and pump cooling; 2,000 lbs. pull at plowing speed. The 9-18 Case pulled a 3-bottom Grand Detour plow with power lift, bar hitch and bolted shares. The company also showed a Case 10-20 h.p. kerosene tractor. A 3-wheel machine weighing 5,325 lbs. Case valve-in-head motor; 4-cyl. vertical,  $4\frac{1}{4} \times 6$ . Hyatt roller bearings. Kingston H.T. magneto and impulse starter. Kingston carburetor. Case air cleaner. 2,650 lbs. pull at plowing speed. The 10-20 Case hauled a 3-furrow Grand Detour plow, same type as above.

**Fordson**—The Ford Company, Regina branch, had in the demonstration a Fordson 11-22 h.p. tractor. This 4-wheel machine weighs 2,500 lbs. Engine is 4-cyl.,  $4 \times 5$ , using kerosene. The carburetion system is a single bowl mixer in connection with the vaporizing manifold. Cooling is by a thermo-syphon system. Splash system lubrication, high



tension magneto, disc clutch, and final drive by worm and worm gear are other features. The machine has three speeds forward and one reverse. It is stated to give 1,500 lbs. drawbar pull when at plowing speed. The Fordson was pulling a No. 7 Oliver tractor plow with two bottoms. On the second day it pulled out on account, it is stated, of plow trouble. W. T. Rogers, Regina, was in charge.

**Bates Steel Mule**—H. A. Jones, Regina, distributor for the Joliet Oil Tractor Co., Joliet, Ill., demonstrated a Model D, 12-20 h.p. Bates Steel Mule, with 2 driving tracks and 2 steering wheels. Weight 4,300 lbs. Erd engine, 4-cyl. vertical, 4x6, using kerosene. Timken bearings. Bennett air cleaner. Ignition, Eise-mann magneto. Bennett carburetor and Pickering fly-ball governor. Cooling, Modine radiator and pump circulation. Two speeds. 3,000 lbs. pull at plowing speed. This tractor pulled a 3-furrow Vulcan No. 41 plow, made by the Vulcan Plow Co., with power lift, bar spring release and Q.D. chares.

**E.B. 12-20**—The 12-20 h.p. E.B. 4-wheel tractor was demonstrated by the Emerson-Brantingham Implement Co., Regina. Weight 6,500 lbs. Motor E.B. 4-cyl. vertical, 4 $\frac{3}{4}$ x5, using kerosene. Hyatt roller bearings. Bennett air cleaner. K.-W. ignition and impulse starter, Pickering governor, Bennett carburetor. Cooling, Modine radiator and pump. 2,000 lbs. pull at plowing speed. Three speeds forward supplied. The tractor pulled a 3-furrow Emerson power lift gang plow. F. D. Kesson, operator, and E. J. Benedict, manager Regina branch, were in attendance. H. F. Anderson, Tudhope-Anderson Co., Winnipeg, represented the Manitoba distributors.

**Heider**—The Waterloo Mfg. Co., Portage la Prairie, demonstrated a 9-16 h.p. Heider, made by the Rock Island Plow Co., Rock Island, Ill. This 4-wheel machine weighs 4,000 lbs., and has a Waukesha 4-cyl. vertical motor, 4 $\frac{1}{4}$ x5 $\frac{3}{4}$ . Plain bearings. Open friction type transmission. Dixie H.T. ignition, with impulse starter. Waukesha governor. Kingston carburetor. Cooling, Perfex radiator and pump. 1,700 lbs. pull at plowing speed. This tractor pulled a 2-furrow Universal Rock Island plow, with power lift, rigid break pin and C.T.X. bottoms. They also showed the Heider 12-20 h.p. tractor, a 4-wheel machine weighing 6,000 lbs. Waukesha motor, 4-cyl. vertical 4 $\frac{1}{2}$ x6 $\frac{3}{4}$ . Open friction type transmission, seven speeds forward or reverse. Dixie ignition.

Waukesha governor. Kingston carburetor and Perfex radiator. 2,400 lbs. pull at plowing speed. The 12-20 Heider pulled a 3-bottom Rock Island "Universal" plow, same design as above. W. Umbach, manager, Portage la Prairie, was in charge. Present from factory at Rock Island; Ed. Thielke, service manager, and W. H. Groves, plow expert.

**Cushman**—The Cushman Motor Works of Canada, Winnipeg, demonstrated for the first time their newly developed 10-22 h.p. tractor. This machine is an innovation, in that the engine can be removed from the chassis and used for general use. The tractor

is about 4,500 lbs. weight. Engine is the regular light weight, high speed Cushman, 2-cyl., ver-

tical, 6 $\frac{1}{2}$ x7, with throttling governor. Dixie magneto and Schebler carburetor. The transmission



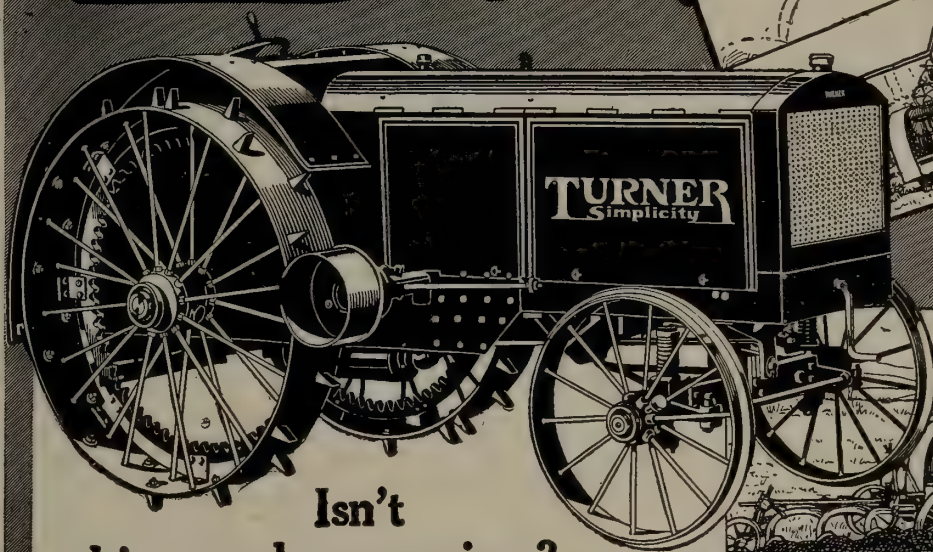
## Mr. DEALER Cater Can Sell You

Wood or Iron Pumps cheaper  
than any one in the West.

GET HIS PRICES BEFORE YOU ORDER

Brandon Pump & Windmill Works  
BRANDON MAN.

# TURNER Simplicity



Isn't  
this good reasoning?

Don't forget that when you sell a man a tractor he is investing a lot of money largely on YOUR SAY-SO. If that tractor does not come up to his expectations, you will not only lose his good will but what HE WILL TELL OTHERS will cost you their good will also.

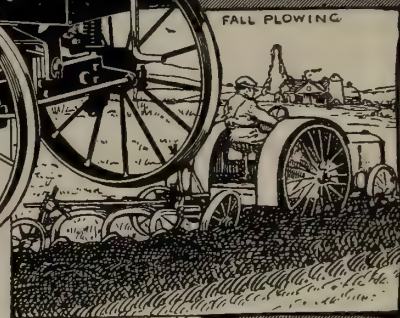
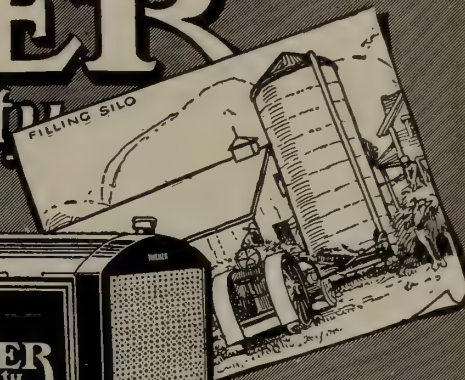
There are all sorts of types, shapes and sizes of tractors being put on the market. Most of them MAY prove to be all right, but some of them HAVE proved to be right.

Turner Tractors have been in successful use on all kinds of farms and all kinds of farm work for two years. You can put your heart and soul into selling them with the CERTAIN knowledge that they will MAKE GOOD with your customers.

We believe there is NOTHING more important to you than this—you are just laying the foundation of a tractor business that you expect to GROW.

The Turner is a solid, sensible tractor; every part PROVED out by farm service—all equipment of STANDARD, NATIONAL-KNOWN makes. And the sizes, 12-20 and 14-25, are those that FIT the needs of at least NINE FARMS OUT OF TEN that can profitably use tractors.

The Turner reputation is known everywhere—18 years of making farm engines have put the name Turner Simplicity on the map with the farmers.



Let's  
discuss  
it further

The fast-spreading demand for Turners is reaching into new territory. To dealers in such territory we have an offer that WILL BE snapped up by those who get the facts first.

How about it? WILL it pay you to take chances? WON'T it pay you to BE SURE?

Please write at once.

TURNER MFG. CO., 215 Lake St., Port Washington, Wis.

Distributing Points Convenient to You

Manufacturers of the famous Turner Simplicity Engines for 18 years



system is the Foote-Strite, a standardized type. With a good speed range the Cushman handled three 14-inch Cockshutt plows with self lift device.

**Plow Man**—The Northern Implement Co., Winnipeg, distributors for the Interstate Tractor Co., Waterloo, Ia., had in operation a Plow Man 13-30 h.p. 4-

wheel tractor. Weight 4,400. Engine Buda 4-cyl. vertical,  $4\frac{1}{4} \times 5\frac{1}{2}$ , using kerosene. Plain and Hyatt bearings. Bennett carburetor and air cleaner. Ignition Dixie H.T. Magneto and impulse starter. Cooling, Perfex radiator and pump. 3,000 lbs. maximum pull at plowing speed. The 13-30 Plow Man pulled a 3-bottom J. I. Case plow with automatic lift and universal spring release. The company also showed a 15-30 h.p. Plow Man weighing 4,800 lbs. Motor, Buda 4-cyl. vertical,  $4\frac{1}{2} \times 6$ , using kerosene. Hyatt roller bearings throughout. Bennett carburetor and air cleaner. Dixie H.T. ignition. Cooling, Perfex radiator and pump. 3,600 lbs. pull at plowing speed. The 15-30 pulled a 4-bottom J. I. Case plow as above. Frank Nilan, manager, Northern Implement Co., was in charge.

**OilPull**—The Advance-Rumely Thresher Co., Winnipeg, showed a 12-24 h.p. OilPull tractor. Weight 8,400 lbs. Four-cyl. motor,  $4\frac{1}{2} \times 6\frac{3}{4}$ , using kerosene. Kingston dual carburetor and Kingston H.T. magneto, with impulse starter. This tractor was pulling a 3-furrow Cockshutt self lift plow. They also showed an Advance-Rumely 14-28 h.p. tractor, a 4-wheel machine weighing 8,700 lbs. Rumely valve-in-head engine. 2-cyl. horizontal  $7 \times 8\frac{1}{2}$ , using kerosene. Madison-Kipp lubrication. Hyatt roller bearings. Own low-tension ignition system. Secor-Higgins carburetor. Donaldson air cleaner. 3,200 lbs. pull at plowing speed. This tractor pulled a 4-bottom Grand Detour self-lift plow. M. J. Carrothers, Winnipeg branch manager, was in attendance.

**All Work**—Geo. White & Sons, Brandon, distributors for the Electric Wheel Co., Quincy, Ill., showed the 14-28 h.p. All Work 4-wheel tractor. Special 4-cyl., vertical,  $5 \times 6$ , using kerosene. Plain and roller bearings. Kingston magneto ignition and Kingston carburetor. Perfex radiator and pump cooling system. 3,000 lbs. pull at plowing speed. The All Work handled a 4-furrow Rock Island plow with 14-inch C.T.X. bottoms and power lift.

**Port Huron**—The General Utilities Co., Winnipeg, showed a 12-25 h.p. Port Huron tractor, a 4-wheel machine weighing 6,000 lbs. Engine, Erd, kerosene, 4-cyl. valve-in-head,  $4 \times 6$ . Ignition, Kingston H.T. magneto and impulse starter. Kingston carburetor and Bennett air cleaner. Babbitt and S.K.F. bearings. Friction six speed transmission. Cooling Perfex radiator and pump circulation. 2,200 lbs. pull at plowing speed. This tractor handled a 3-furrow Cockshutt self-lift plow. P. S. Wright, president, J. H. Young, manager, and J. P. Gutstadt, sales manager of the Winnipeg house were present.

**Wallis Cub**—The Canadian Fairbanks-Morse Co., distributors of the Wallis Cub, showed one of these 15-25 h.p. tractors, the first demonstrated in the Canadian West. This machine has two drive and one steering wheel. Weight 3,250 lbs. Special Wallis engine, 4-cyl. vertical,  $4\frac{1}{4} \times 5\frac{3}{4}$ , using kerosene. Hyatt bearings throughout. Bennett carburetor and air cleaner. K.-W. high tension ignition with impulse starter. Cooling, Modine radiator and pump. Circulating splash lubrication. Two speeds forward,  $2\frac{1}{2}$  and  $3\frac{1}{2}$  m.p.h. 2,000 lbs. pull at plowing speed. The Wallis pulled a 3-furrow J. I. Case plow,

## IMPLEMENT DEALERS HARDWARE MEN GENERAL STORES PUMP MEN

Buy your wood and iron pumps, cylinders, galvanized pipe, galvanized rod, etc. from a WESTERN CANADA concern.

Fitted for any depth of wells.

Large stocks carried.

Prompt shipment guaranteed.

ASK FOR PRICES

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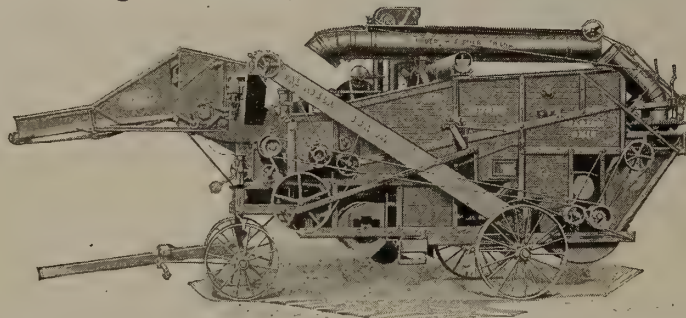
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EIGHTH ST. and ASSINIBOINE AVE.

Brandon, Man.



# For Use with Light Tractors

Brandon demonstration again proved that light Tractors are a success for furnishing economical power around the farm—the big point is to supply threshers and plows that will bring out the best that is in the Tractor.



## Huber Separator

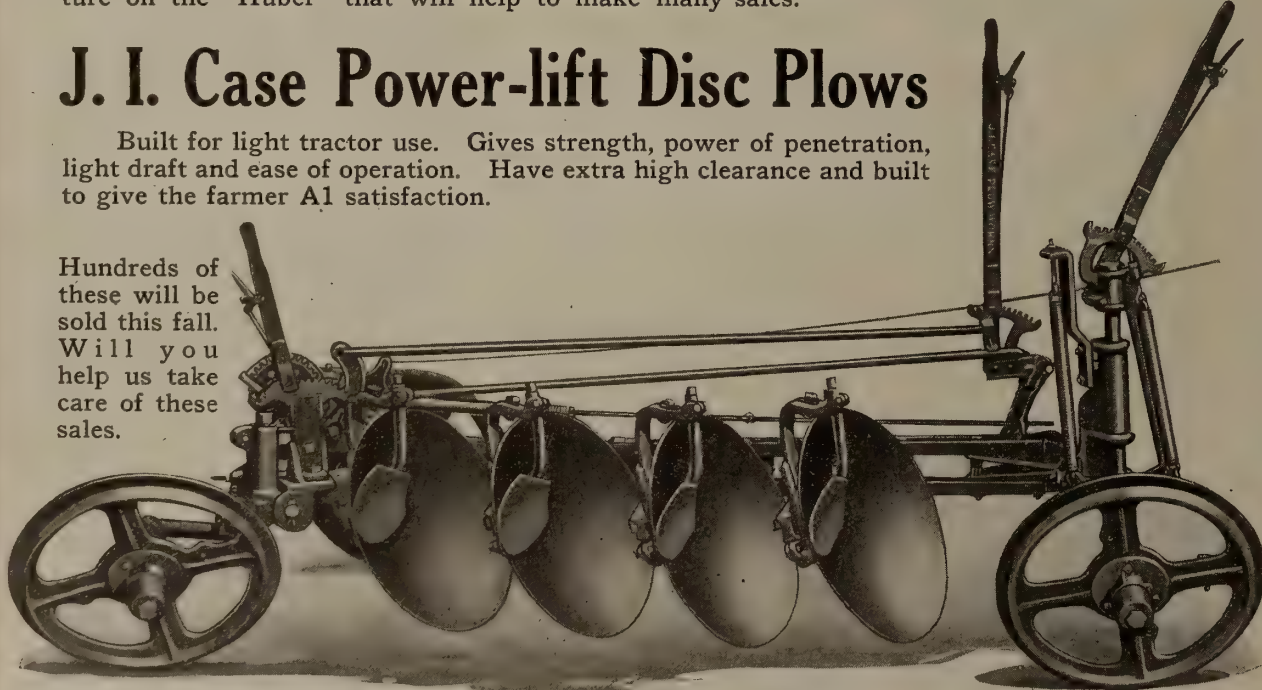
The 22-inch cylinder size is built expressly for light tractor work. It is a beauty—small enough to be a profitable purchase for a farmer's

own use only, big enough to thresh for the neighbors too. We have some interesting literature on the "Huber" that will help to make many sales.

## J. I. Case Power-lift Disc Plows

Built for light tractor use. Gives strength, power of penetration, light draft and ease of operation. Have extra high clearance and built to give the farmer A1 satisfaction.

Hundreds of these will be sold this fall. Will you help us take care of these sales.



We have many openings in good territory for live agents to handle these tractor implements. Write us now. The proposition is a moneymaker—exceptionally so for the next few months.

**HAPPY FARMER CO., LTD.**

225 Curry Block, WINNIPEG  
Halifax and 7th Ave., REGINA



medium duty type, 14-inch cut, with automatic lift and universal hitch, rigid connection and slip shares. Entry was in charge of E. A. Kemp, sales manager. Others present: C. J. Brittain, Western general manager, Fairbanks Co.; and W. A. Warren, manager of J. I. Case Plow Works' branch at Minneapolis; E. H. Doherty and E. M. Kipp, tractor and plow experts attended from the factory at Racine, Wis.

**Moline-Universal**—The Anglo-Canadian Engineering Co., Winnipeg, showed a Moline Universal tractor, 9-18 h.p., with two wheels and specially attached plow. Moline valve-in-head, 2-cyl. horizontal gasoline engine,  $4\frac{3}{4} \times 6$ . Hyatt bearings. Dixie H.T. ignition. Holley carburetor. Cooling, Moline radiator and pump. Weight of tractor 3,000 lbs., giving 1,800 lbs. pull at plowing speed. Equipped with two 14-inch Moline plows.

**Sawyer-Massey**—The Sawyer-Massey Co., Winnipeg, showed one of their 11-22 h.p. tractors, a 4-wheel machine. Waukesha 4-cyl. vertical engine,  $4\frac{1}{2} \times 5\frac{3}{4}$ . Wilcox-Bennett kerosene carburetor. K.-W. high tension ignition. Cooling, pump, fan and tubular radiator. Ball and babbit transmission bearings. The 11-22 h.p. Sawyer-Massey pulled a 3-furrow Cockshutt self-lift plow. The company also showed a Sawyer-Massey 20-40 h.p. 4-wheel tractor weighing 17,000 lbs. Engine, 4-cyl. vertical,  $6\frac{1}{4} \times 8$ . Bennett kerosene carburetor. Atwater Kent ignition. Cooling, pump, fan and tubular radiator. This tractor pulled a 5-furrow Cockshutt plow with 14-inch bottoms. John Robertson, manager at Winnipeg, W. F. Fuller, manager at Regina, and T. A. Drummond, Western representative, were present.

**Waterloo Boy**—The Waterloo Boy Kerosene Tractor of Canada, Ltd., Winnipeg, showed a Model N, 12-25 h.p. Waterloo Boy, 4-wheel tractor. Weight 5,950 lbs. Special motor, 2-cyl. horizontal, valve-in-head,  $6\frac{1}{2} \times 7$ . Hyatt bearings. Dixie magneto and impulse starter, Schebler carburetor. Moline radiator. Two speeds. 2,200 lbs. pull at plowing speed. This tractor pulled a 3-furrow John Deere light tractor plow with power lift, bar hitch, and Q.D. shares.

**Atlas Jr.**—The Western Tractor Sales Co., Calgary, distributors for the Lyons-Atlas Co., Indianapolis, Ind., showed the Atlas, a 3-wheel 16-26 h.p. tractor, weighing 5,200 lbs. Waukesha motor, 4-cyl. vertical,  $4\frac{1}{2} \times 5\frac{3}{4}$ , using kerosene. Pulled a 3-furrow Cockshutt plow.

# Now! the new Model "F"

## 12-24

H.P.



# Happy Farmer Tractor

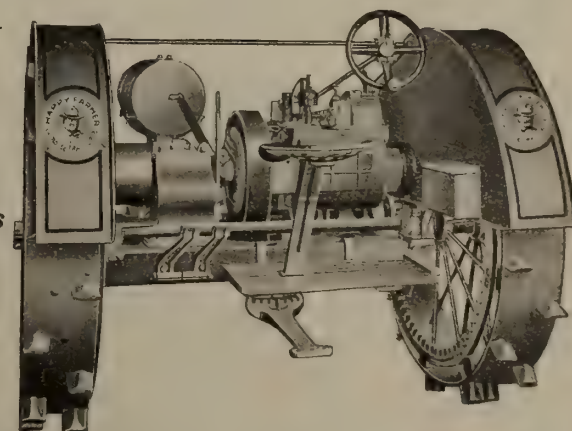
## SPECIFICATIONS MODEL "F"

**Fuel**—Kerosene.  
**Belt H.P.**—24 h.p. at 750 r.p.m.  
**Drawbar H.P.**—12 h.p. at about  $2\frac{1}{2}$  miles per hour, drawbar pull in lbs., 2,000.  
**Type of Traction**—2 drive wheels.  
**Make of Motor**—Our own; type, twin cylinder horizontal, cast en bloc; 4 cycle. Cylinders and valves completely water-jacketed.  
**Speed of Motor**—750 r.p.m.  
**Bore**—6 inch; stroke 7 in.  
**Bearings**—Die cast (reinforced back).  
**Bearings—Dimensions**—Main crank shaft  $2\frac{1}{2} \times 5\frac{1}{2}$  in., connecting rod bearings,  $2\frac{1}{2} \times 3\frac{1}{2}$  in.  
**Tractor Bearings**—Hyatt Roller bearings throughout, in dustproof cages, except front wheel.  
**Valves**—Overhead,  $2\frac{1}{4}$  in. diameter.  
**Fuel Intake**—Special patent.  
**Governor**—Flyball type with quick adjusting screw for any speed.  
**Ignition**—Atwater - Kent, automatic retard and advance of spark.  
**Carburetor**—Special Kingston Kerosene,  $1\frac{1}{2}$  in.; adjustable from driver's seat.  
**Air Cleaner**—Our own mechanical.  
**Oil**—Madison-Kipp, mechanical, 6 feed; motor and tractor bearings and gears perfectly lubricated.  
**Transmission**—Sliding gear enclosed and running in oil; roller bearings.  
**Final Drive**—Roller pinion, pack hardened steel rollers and pins.  
**Cooling System**—Circulating pump, Spirex Moline Radiator and fan; motor completely water-jacketed.  
**Pump Speed**—750 r.p.m.  
**Fuel Capacity**—Kerosene 13 gallons; gasoline small for starting only; water, 9 gallons.  
**Engine Suspension**—3 point.  
**Dimensions of Tractor**—Length, 153 in.; width,  $32\frac{1}{2}$  in.; height, 62 in.  
**Number of Wheels**—Three. Rear traction wheels, two; diameter, 56 in.; width, 10 in.; front, diameter, 31 in.; width, 5 in.  
**Clutch**—Band, contracting.  
**Bull Gear**—Semi-steel, 4 segments reversible and interchangeable.  
**Field and Road Speed**— $2\frac{1}{2}$  miles per hour.  
**Pulley**—11 in. diameter,  $7\frac{1}{2}$  in. face.  
**Axles**—Front, solid; rear, live. Roller bearings on rear axle.  
**Diameter of Shafts**—Rear axle, 2 in.; jack shaft,  $1\frac{1}{2}$  in.; transmission shaft,  $1\frac{1}{4}$  in.; crank shaft  $2\frac{1}{2}$  in.  
**Weight of Tractor**—3,300 lbs. complete.  
**Frame**—One piece cast steel, rigid; annealed.  
**Muffler**—Integral with frame, silent; no back pressure.  
**Drawbar**—Swinging type, in centre of traction wheels, no side draft.  
**Steering**—Automatic, from front wheel in furrow.  
**Turning Radius**—106 in.  
**Control Brakes**—Built integral with the differential gears for short run.  
**Tractor Speed**—One forward and one reverse,  $2\frac{1}{2}$  miles per hour.  
**Lugs**—Our own patent, cast, self-cleaning; regular equipment. Tractor equipped with both platform and seat.

**THE LATEST WORD** in practical and efficient tractor design, and as honestly and carefully built as the design is correct. Study the specifications shown here. This model has larger and more powerful engine---more surplus power---better oiling system---handy new platform for operator.

Every new demonstration shows the superiority of Model "F" Happy Farmer. Shipments coming through now.

Make a  
point to  
write us  
to-night  
about this  
proposi-  
tion---a  
money-  
maker



## Happy Farmer Company, Ltd.

225 Curry Block, Winnipeg

Halifax @ 7th Ave., Regina



### The Briscoe Endurance Run

F. N. McDonald, Western representative of the Canadian Briscoe Motor Co., is more than satisfied with the record achieved by the Briscoe "Wildcat" in its recent 10-day endurance run. This sturdy little car completed its 240 hours' non-stop running test in front of the grand stand at Bran-

don Fair, on Tuesday, July 23rd, at 3 p.m., when it was the centre of an enthusiastic crowd of motorists. The half-million dollar motor delivered the goods.

After already having covered 4,000 miles in its career as a service car for the Briscoe organization, the Wildcat, in the 10-day test piled up the wonderful record of 4,751 miles, and was fit enough

to go on until further orders. The extremely low gas consumption of 29.35 miles per gallon, made during the non-stop run, has caused more comments in motor-ing circles than anything in the motor world this year. The exceptional reliability of the Briscoe and its great endurance have been thoroughly proven by this ten-day test under the most strenuous conditions imaginable. Kelly Robson, factory salesman, started the run in front of the Free Press building, Winnipeg, and he was ably re-layed by three other drivers, Fred Grundy and Fred Waterbury, factory service men, and Bill Spokes, of the Elgin Motor Sales Co., Winnipeg, distributors for Briscoe cars. Throughout the week at Brandon motor enthusiasts kept looking over the Wildcat, which looked as fresh as when the clutch was first slipped in. It was the big feature of the Briscoe exhibit staged at the fair by the Canadian Briscoe Motor Co. Manager McDonald reports good business at the fair. The racing Briscoe, used by Jules Ellingboe, also served to add to the fast-growing interest recently taken in the Briscoe car by Western Canadian motorists.

Manager McDonald is naturally elated over the fine record piled up by the Briscoe Wildcat, and

considers that the endurance run should be an excellent factor in helping Briscoe dealers throughout the West increase sales in their territory this fall. The service system of the company is one of the best developed by any automobile concern on the continent. Full particulars of the run can be obtained by dealers who will write the Canadian Briscoe Motor Co., 156 Princess Street, Winnipeg, Man.

### The Parker Safety Hitch

Last spring Martin Parker, Tyndall, a tractor expert of many years experience, developed a safety hitch for tractors which shows remarkable efficiency. The hitch is attached between plow and tractor, and when the plow hits any obstacle it immediately throws back the spring and automatically unhitches the implement. The tension of the spring can be adjusted to suit from one to five plows by the turning of a wing nut. This hitch has been tried out with all types of plow and in the roughest land, and, it is stated, has proven a success under all conditions. It saves strain and jerk on the engine and breakage of the plows.

Several hundred of these hitches have been sold already, and they are a line which should be in demand wherever tractors are in use.

### A War Time Separator Catalog

The Sharples Separator Co.'s, of West Chester, Pa., new catalog strikes the keynote of all our activities in its opening paragraph:—

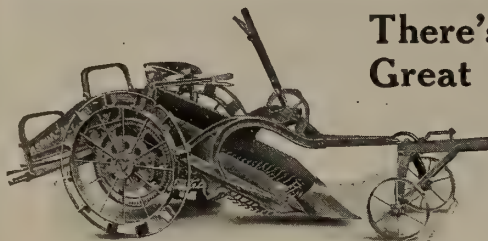
"This country is at war and our main business is to win the war.

"Upon farmers and dairymen depends our food supply—we must produce more foodstuff and waste less than ever before.

"Every ounce of butterfat and every item of time and labor must be saved. Hence the vital importance of installing a Sharples Suction-feed Separator, which save all the butterfat (at least 10 pounds per cow yearly over any other separator) and which, because of its freedom of speed (it skims clean at any speed) and ease of cleaning (it has no discs), saves more time and labor than any other separator or method.

"Still — the purchase of a Sharples Separator is not less of a patriotic duty than it is a shrewd personal investment."

The catalog is a handsome sample of the modern printer's art, well illustrated and convincingly worded.



There's Going to be a  
Great Demand for

**POTATO  
DIGGERS**

Send Us Your Orders

## Aspinwall Potato Diggers

The Aspinwall No. 8 Elevator Potato Digger is a 6-foot 22-inch machine, equipped with Vine Turner and Kicker, like all Aspinwall diggers. This is especially useful in weedy fields or handling heavy vines. The Aspinwall is the best potato digger made—strong, serviceable, and light draft. Simple and powerful gear drive. Easy adjustment for depth. Wheel Bands are supplied with all machines, for use in transporting machine to and from field. Four-horse hitch also supplied.

**Dealers: Order Early and Ensure Delivery**

**WILLIAM EDDIE**

**FARM MACHINERY DISTRIBUTOR**

**284 JAMES STREET**

**WINNIPEG, MAN.**

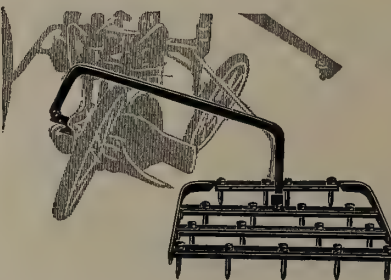
## Dealers: Handle "CHRISTIENSEN" Harrow and Packer Plow Attachments

THE MACHINES THAT REVOLUTIONIZED CULTIVATION



**CHRISTIENSEN  
3-FURROW SUB-SURFACE  
PLOW PACKER**

This year has proven the supreme necessity of conserving all available moisture by immediate cultivation. We supply the only successful harrows and packers for gang plows. Packers are built in sections. Can be used for horses or tractors, or gangs can be disconnected for plow attachment. Our packers absolutely prevent soil drifting. All wheels are interchangeable and fit our patented, standardized axles.



**HARROW READY FOR OPERATION**



**CHRISTIENSEN 15-FOOT 4-SECTION SURFACE PACKER**

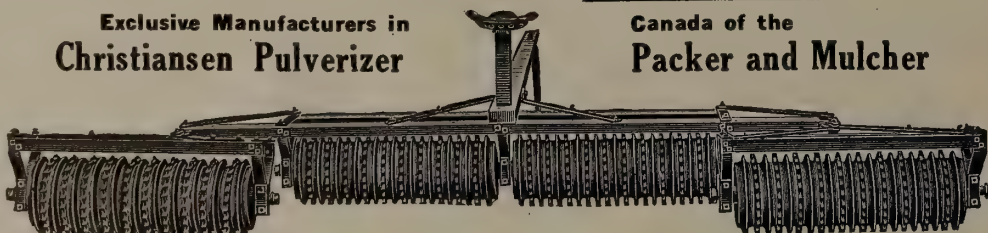
Sub-surface wheels supplied for same frame. Our packers are built in sections as shown. Fit any make of plow or act as a complete large packer. Flexible design does perfect work on the most uneven ground.

### LIGHT DRAFT

Dust-proof, lubricated axle reduces draft to the minimum. All styles of packers fit the same frame. The Christiansen line is a money-maker for the dealer in any territory.

**Exclusive Manufacturers in  
Christiansen Pulverizer**

**Canada of the  
Packer and Mulcher**



**ASK FOR FULL PARTICULARS AND LIBERAL AGENCY OFFER**

**CHRISTIENSEN IMPLEMENTS LTD. OWENA STREET WINNIPEG**



### Exhibits At Brandon Exhibition

(Continued from Page 8)

son mill capacity 22-30 bus. per hour, and a No. 3 power machine, six-shoe, with a capacity of 30-50 bus. per hour. C. L. Johnston was in charge of the Emerson exhibit.

The Happy Farmer Company, Ltd., Winnipeg, had a combination display at the fair, exhibiting their own line of "Happy Farmer" tractors and also the Nilson tractors handled by the Canadian Nilson Tractor Co., for which concern the Happy Farmer interests are distributors in Manitoba and Saskatchewan. This organization showed a Happy Farmer 12-25 h.p. tractor, Model F., also a Nilson Junior tractor, 16-27 h.p. which was belted to a 22x40 New Huber separator. Another 16-27 h.p. Nilson tractor ran unattached. Three and four furrow Enicar tractor plows, by the J. I. Case Plow Works, and a J. I. Case 10x18 tandem tractor disc completed a very good exhibit which was in charge of A. J. Mumford, sales manager. J. M. Thompson, manager of the Happy Farmer Co., W. H. Williams, general sales manager of the Nilson Tractor Co., Minneapolis, and W. C. Warren, manager of the Minneapolis branch of the J. I. Case Plow Works were also present.

For the first time in several years the Cockshutt Plow Company, Winnipeg, exhibited a very comprehensive display of their lines at Brandon fair, the exhibit being in charge of that veteran salesman George Ellis. A 5-furrow Cockshutt engine plow and tractor plows in 2, 3 and 4-bottom sizes were noticed, also Cockshutt disc harrows and Climax cultivators. Jewel gang and Sulky plows, Beaver gangs and Empire gangs were on view, alongside wagon and truck gears and a line up of three Adams farm wagons. A Rustad portable grain elevator and loader was in operation. Three Renfrew cream separators and four Empire gasoline engines, varying in size from 1½ to 7 h.p. were noticed. Renfrew truck scales, Canadian feed cutters, Cockshutt potato planters and diggers, Maple Leaf grinders, Cockshutt root pulpers and Frost & Wood mowers and rakes were prominent in the exhibit. As well as their display at the grounds the company had twelve Cockshutt light tractor plows at the plowing demonstration—including one 5-furrow, one 4-furrow and ten 3-furrow sizes. The Cockshutt display was most interesting and was well attended by the farmers during fair week.

The Minneapolis Steel and Machinery Co., Minneapolis and

Winnipeg, showed a 25 B.H.P. Twin City oil tractor in operation, also one of their 16-30 h.p. oil tractors, a well finished and sturdy machine.

The Northern Implement Co., Winnipeg, distributors for the Interstate Tractor Co., Waterloo, Iowa, showed a Plow Man 13-30 h.p. tractor, also a 15-30 h.p. Plow Man made by the same company. Both tractors were operating on kerosene and were in charge of Frank Nilan, sales manager.

The Ronald-Smith Cultivator Co., Winnipeg, showed their seven and eight foot cultivators, machines of the stiff tooth type. These cultivators are very strongly built and should give excellent service. A plow share attachment is a feature in these machines.

G. Spent, Gretna, Man., showed a Spent grain cleaner and

fanning mill, 24-inch size with a high bagger. This machine was driven by a 2½ h.p. Mogul engine.

The International Sales Co., Winnipeg, had on view a combination grain grader and cleaner, a machine of new design, which has recently been put upon the market by this concern.

Canadian Oil Companies, Winnipeg, showed a line of their motor oil, friction compounds, greases, axle dopes, coal oil, etc., also oil barrels in various sizes.

The Brandon Heating and Plumbing Works, Brandon, showed a Cyclone grain pickler, an inverted cone type of machine for treating seed grain.

A. Stanley Jones, North Battleford, Sask., had on display a 28x35 combination threshing outfit, operated by a 9 h.p. Western engine, also a 28x35 truck mount-

ed separator for tractor drive. Both machines were fully equipped.

The Canadian Tractor Co., 706 Union Trust Bldg., Winnipeg,

## GILSON

"GOES LIKE SIXTY"



TRACTORS THRESHERS  
GAS and OIL ENGINES

WRITE FOR CATALOGS  
AGENTS WANTED

Gilson Mfg. Co. Limited  
303 Owena St. Winnipeg



SAVES  
GRAIN,  
MEN,  
TEAMS,  
TIME  
AND  
MONEY

## A NATIONAL ASSET IN WAR-TIME Stewart Sheaf Loaders

A Nation is no stronger than its component communities. In any district, Stewart Sheaf Loaders conserve local wealth, help local trade, and build local prosperity by reducing harvesting expenses and saving grain waste.

### A Machine of Proven Value and Efficiency

The Empire requires every bushel we can produce. Hand pitching entails an average wastage of two bushels per acre. This unnecessary grain loss is eliminated by Stewart Sheaf Loaders. They get all the grain—even the loose stalks around the stooks. They replace an average of FIVE MEN in every outfit and do the work better than skilled help. Over 2,000 in use. Ask for testimonials from satisfied users. Our output is limited. Order your requirements at once.

LOWERS THE  
COST OF HARVESTING

*Dealers: Order Now to Ensure Delivery*

Sole Canadian Manufacturers of

## STAUDE MAK-A-TRACTORS

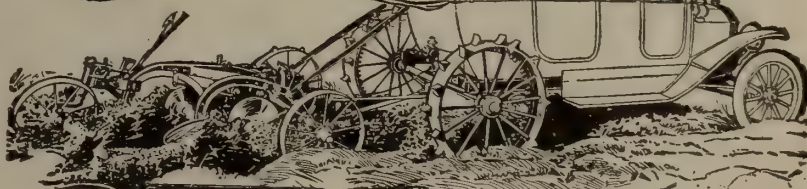
The Best Attachment Sold for  
Plowing and Haulage

GUARANTEED TO  
DO THE WORK OF  
FOUR HEAVY HORSES

Every farmer cannot own a tractor, but practically every farmer can afford a Staude Mak-a-Tractor. A boy, girl or woman can operate it. Time tried and tested. Plows deeper and faster than horses. Hauls any farm machine. Clamps on with four bolts—no holes to drill. Cost complete, with Water Circulator that ensures cool running, only \$295, F.O.B., Winnipeg. Ask for full particulars.



20 Minutes  
from  
This  
—to  
This



SEPARATORS FOR  
LIGHT TRACTOR USE

We manufacture a full line of Stewart Separators for light tractor use or combination adaptation. Strongly built. Guaranteed grain getters and fully equipped. Meet the demand from tractor owners by selling Stewart Separators this year.

Dealers: Get full particulars and prices on Stewart Sheaf Loaders, Threshing Separators, and Staude Mak-a-Tractors. Write To-day.

THE STEWART SHEAF LOADER CO., LIMITED  
470 MARTIN AVENUE :: WINNIPEG, MAN.



exhibited a 20-40 h.p. Standard tractor, made by the Standard Tractor Co., Stillwater, Minn. This tractor has a plow frame embodied in the design and had 4 La Crosse bottoms in position. A demonstration of plowing was given during exhibition week.

The John Deere Plow Co., Winnipeg, exhibited a Dunham Culti-Packer, made by the Dunham Co., Cleveland, Ohio, a machine equipped with roller bearings which can be adapted for packing any farm crop before and after seeding. This machine should be in large demand in the Canadian West. In the States it has a most enviable record for good work.

The Gray Tractor Co. of Canada, Winnipeg, showed two Gray tractors with wide drive drum rear wheels. These machines are 18-36 h.p. and are of excellent

design. One was equipped with side arms and had attached pulverizers, while behind was hitched a set of discs and a gang of drag harrows. The exhibit was in charge of A. Prugh, Winnipeg manager. The following gentlemen were also present, J. W. Gray, president, Gray Tractor Co., Minneapolis, H. D. Dodge, sales manager and C. A. Koepke, special factory representative.

The J. D. Adshead Co., Winnipeg, showed one of their Ford-a-Tractors, a tractor attachment with fully enclosed gears in an oil bath and provided with shock absorbers and steel cut pinions. A special coiling system is adapted to the car which is converted into a tractor.

The Imperial Oil Co., Brandon, had in their tent samples of their oils—Polarine, Standard gas engine oil, kerosene tractor oil, Premier gasoline, Royalite, automobile oils, axle greases, etc.

F. L. Phillips, Tugaskie, showed a "New Idea" grain picker, a gravity machine of simple design.

The Emerson-Brantingham Implement Co., Regina, showed one of their 12-20 h.p. tractors with a 3-furrow Emerson plow. E. J. Benedict, manager, and F. D. Kesson, plow expert were in charge.

The Western Canada Auto and Tractor Co., Moose Jaw, had on display a Staude Mak-a-Tractor, also a one-ton Redden truck, a machine of excellent finish and appearance. Harold F. Pierce, manager was in charge.

#### Dairy Machinery, Etc.

In the Manufacturers' Building, Mitchell & McGregor, Brandon, Manitoba, distributors for the Sharples Separator Co., Toronto, had a very fine display of

Sharples suction-feed cream separators, varying in capacity from 175 to 1,000 pounds. These were hand driven machines which would handle in gallons from 20 to 120 gallons per hour, and suited for a herd of from three to four cows to twenty cows. We noticed a No. 6 suction feed operated by a 1½ h.p. engine and six hand driven machines in Nos. 2, 3, 4 and 6 sizes, also Nos. 3 and 4 in tubular types. This very tasteful display was very favorably commented upon by the visitors who daily crowd into the display building.

The Petrie Mfg. Co., Winnipeg, showed a line of their Magnet cream separators in all sizes, also Magnet 5 h.p. engines.

A. E. Sheppard, Brandon, showed a display of poultry and stock foods, incubators and other poultry raisers' equipment.

Finnie & Murray, manufacturers of the "Donalda" sectional canvas house, had an 8x12 foot house erected in a very tasteful display of ferns and trees, showing with the greatest effect the adaptability of those novel houses for campers, homesteaders, hunters, etc. Canvas tents in various shapes and sizes, auto tents, portable rubber baths and washstands and other handy equipment for the camper and tourist by automobile. The camp fixtures produced by this concern are exceptionally interesting and show that Canada is well to the fore in this line.

The Manitoba Gypsum Co., Winnipeg, had a tasteful display of their Gypsofibre wall board, showing its efficiency as a fire-proof interior for dwellings.

Robinson-Alamo Limited, Winnipeg, showed a very complete

display of their lines beneath the grand stand. They had in operation an Alamo Unit 100 light farm electric lighting plant which attracted great interest because of its compact design and simplicity. The company also showed an Empire milking machine in operation, operated by a 2½ h.p. Empire engine. This complete milking equipment was a center of attraction for fair visitors. Empire farm engines were shown in 1½, 2½, 3½, 5 and 7 h.p. sizes. The exhibit was in charge of J. L. McCann, Alberta representative, while W. N. Robinson, manager, was also present.

The Spence Heater Co. of Canada, Winnipeg, showed one of their self feed hot water boilers for using the cheap sizes of soft coal.

#### Autos and Accessories

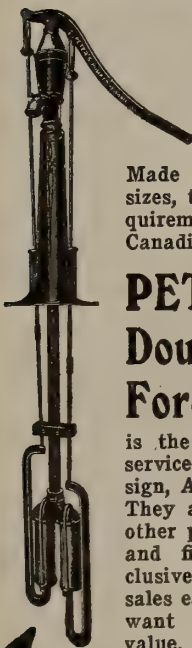
The Great West Saddlery Co., Winnipeg branch, had exhibited a complete display of Firestone auto tires, also a very interesting power device, the Archer power machine. This attachment uses the power from the wheels of any car, the car wheels engaging against rollers which develop enough power to run a large grinder or any other small machine. It is claimed that there is no wear on the tires and that this equipment can be used for wood sawing, etc. It operated a Beatty 8-inch grinder.

Dennison Bros., Brandon, showed a truck chassis and a commercial body also a wagon box type truck for farm use all being the Smith Form-a-Truck design for adapting the ordinary car to truck use.

Willys-Overland Limited, Winnipeg, showed a Model 90 Willys Overland touring car, a No. 85 Four, touring car and a Model 85 Six Overland, also a Willys-Knight touring car.

Wood Vallance Ltd., Winnipeg, had a complete display of Mara-

## PETERS PUMPS



**Gives More Water  
in Less Time with  
Less Energy**

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

### PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

**Dealers:  
Get Peters'  
Pump  
Proposition  
for 1918**

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

**A POST CARD WILL BRING  
OUR LATEST CATALOG.**

Manufactured by

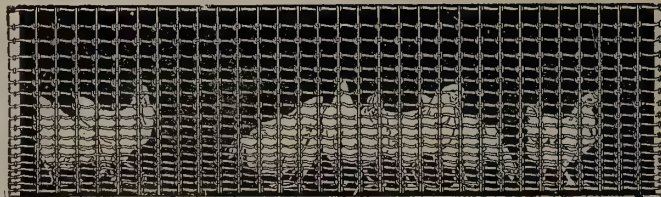
*Peters Pump Company, Keokuk, Ill.*

Exclusive Canadian Agents:

**Tudhope Anderson Co., Ltd.**

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for  
Particulars.



#### Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

#### SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

**The Banwell-Hoxie Wire Fence Co., Ltd.**  
Winnipeg Man. Hamilton, Ont.



## PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

**The Riesberry Pump Co.**  
(Established 1882)

WRITE FOR DEALERS' PRICES

**North-West Pump Co.**

T. N. WILLIAMSON W. J. MERRELL  
Phone 607

19-6th Street Brandon, Man.



thor Tires and Tubes, Hercules spark plugs, motor oil, chains, Wilmo manifolds, Atwater-Kent ignition systems and a complete line of tools, etc.

The Miller Tire Co., Winnipeg, had on display an excellent showing of their Miller tires and tubes in all types and sizes. Their dealers' posters and hangers were singularly effective. A complete line of Miller accessories were in evidence including blowout patches, repair outfits, cements, air bags, retread bands, Flexlume lenses, etc. The booth was exceptionally well-laid out and the decorations of flags and streamers most effective. It was in charge of Mr. Middleton, Jr., manager of the company, who reported a keen interest in their up-to-date product.

The Cadillac Motor Sales Co., Winnipeg, showed Dodge ½-ton trucks, and 5 passenger Dodge sedans and touring cars also a cut open Dodge chassis.

The Elgin Motor Sales Co., Winnipeg, distributors for the Canadian Briscoe Motor Co., Winnipeg, had a very nice display of their latest models including a five passenger 1919 Briscoe with standard equipment, a 1919 Briscoe with wire wheels, the famous Briscoe Wildcat that made its great ten day endurance run and a

No. 8 Briscoe racing car. The Briscoe cars were a big center of attraction for motorists at the fair, Guy Phillip was in charge of the exhibit, assisted by F. N. McDonald western manager for the Canadian Briscoe Motor Co. The factory service men were represented by Fred Grundy, Fred Waterbury, Kelly Robson and Bill Spokes, special service expert.

The Willams Motor Co., Winnipeg, showed a Maxwell truck which came from Winnipeg to Brandon with 2435 lbs. freight on a consumption of 14½ miles to the gallon. They also had a 1918 Model 25 Maxwell 4-cylinder car.

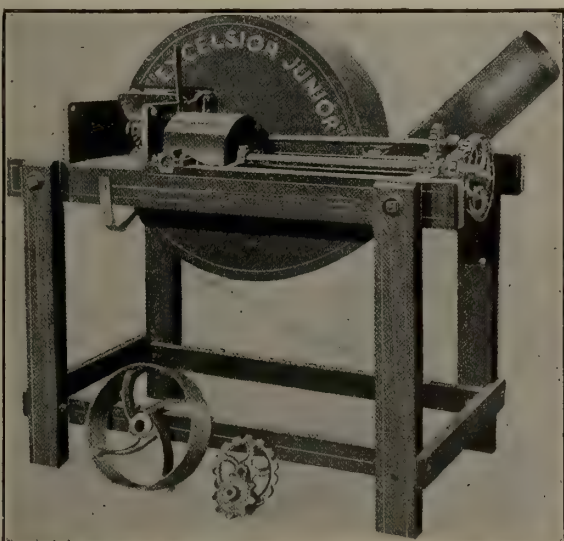
#### Economy with Grain Bags

By reason of the unusual heavy demands on the jute supply of India, and on the Calcutta bag industry, farmers are advised to order, as soon as possible, all the new bags they will need for sacking grain and other products, and in addition to prepare for use all old bags which can be made serviceable. Very large orders have been placed for sand-bags for use in mining trenches, one English order alone being for 15,000,000 bags.

Dealers who handle grain bags should point out this shortage to their customers so that prompt orders may be placed.

### "EXCELSIOR JUNIOR" BLOWER FEED CUTTERS

Every farmer with over 5 head of stock wants one. Blower carries feed to any part of barn, or elevates up to 20 feet. Capacity, ½ to ¾ ton per hour; 4 to 6 h.p. drives it. Cuts three lengths, ½ to 1½ in.; one lever starts, stops and reverses. Get our prices.

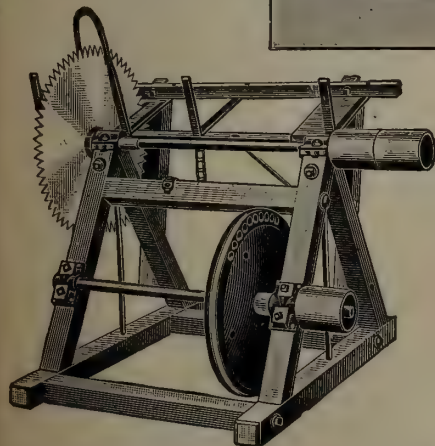


### HARDWOOD FRAME WOOD and POLE SAWS

Have solid steel shafts and high grade bearings. Heavy, solid balanced flywheel. Three 5x6 pulleys. Rigidly braced hardwood frame. Complete saw mandrels supplied separately if desired.

SEASONABLE LINES — Sleighs, Wagon Sets, Feed Cutters, Grinders, Horse Powers, Pump Jacks, Engines, Viking Cream Separators, Hand and Power Washers, etc.

ASK FOR LATEST CATALOGS



WE CARRY REPAIRS FOR ALL MOLINE and JANESVILLE IMPLEMENTS

*John Watson Mfg. Co.*  
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

## COME TO COBOURG September 17, 18, 19, 20 THE GREATEST Tractor-Truck-Power DEMONSTRATION

Ever held in Eastern North America will be held there on those dates. Manufacturers of Tractors, Trucks, Water Systems, Gas Engines or any other kind of Power Farm Equipment are eligible to enter

Our boys are battling in the trenches of Flanders for liberty and they must not be allowed to go hungry. The farmers must PRODUCE MORE, and they must do it with less man-power. Labor-Saving Belt Power Farm Equipment will help them to solve the problem.

The fifty thousand Potential Buyers who are expected to be at Cobourg are ready for the manufacturer's message.  
Are you ready?

Cobourg is delightfully located in the heart of the great agricultural province of Ontario. The Demonstration Grounds are spacious and adequate, as well as very accessible, while the transportation facilities are unexcelled. Steamer connection from Rochester, New York.

The following Manufacturers have already sent in their entries. May we have yours?

Aspinwall Canadian Company.....	Power Potato Machinery
Advance-Rumely Thresher Company.....	Tractors
Avery Company.....	Tractors
The Buda Company.....	Tractor Motors
Robert Bell E. & T. Company.....	Grain Separators
T. E. Bissell Company.....	Disc Harrows
W. H. Banfield & Sons.....	Leak-Proof Rings
Buckeye Ditcher Company.....	Ditchers
Bateman-Wilkinson Company.....	Power Farm Machinery
Chief Motor Company.....	Tractor Motors
Canadian Fairbanks-Morse Company, Ltd.....	Tractors
J. I. Case T. M. Company.....	Tractors
Dauch Manufacturing Company.....	Tractors
De Laval Separator Company.....	Power Silo Machinery
Emerson-Brantingham Implement Company.....	Tractors
Empire Cream Separator Company.....	Milking Machines
Electric Wheel Company.....	Tractors
Four Drive Tractor Company.....	Tractors
Gilson Manufacturing Company.....	Tractors and Separators
John Goodison Thresher Company.....	Grain Separators
Goold, Shapley & Muir Company.....	Tractors
Grand Detour Plow Company.....	Tractor Plows
Peter Hamilton Company.....	Power Machinery
Hamilton Gear & Machine Company.....	Tractors
Hession Tiller & Tractor Company.....	Tractors
Hyatt Roller Bearing Company.....	Roller Bearings
Imperial Oil Company.....	Oils and Fuels
International Harvester Company of Canada, Inc.....	Tractors and Machinery
Kerosene Burning Carburetor Company.....	Ignition
R. A. Lister Company.....	Milking Machines and Individual Lighting Outfits
John Lauson Manufacturing Company.....	Tractors
La Crosse Tractor Company.....	Farm Tractors
Lyons Atlas Company.....	Tractors
MacDonald Thresher Company.....	Tractors and Separators
Massey-Harris Company, Ltd.....	Tractors and Plows
Moline Plow Company.....	Universal Tractor
National Tractor Company.....	Tractors
Oliver Chilled Plow Works.....	Engine Gang Plows
Ohio Manufacturing Co.....	Tractors
Parrett Tractor Company.....	Tractors
Port Huron Engine & Tractor Company.....	Tractors
Rock Island Plow Company.....	Tractors
C. H. Rooke, Ltd.....	Delco Light
Sharples Separator Company.....	Milking Machines
Sawyer-Massey Company.....	Tractors
Splitdorf Electric Company.....	Ignition
U. S. Tractor & Machinery Company.....	Tractors
Turner Manufacturing Co.....	Tractors
Geo. White & Sons Co.....	Grain Separators
Wilcox-Bennett Carburetor Company.....	Carburetors

For any information desired, address

**Fourth Tractor Farming Demonstration**  
8 Wellington Street East, Toronto



### Don't Neglect Spreader Sales

A manure spreader is a wonderful machine to increase crop yields. It can be profitably used on nearly every farm. Although the spreader has been in use for a number of years, it is a comparatively new machine when judged by the total number now on American farms. If the farmer, by the intelligent use of the spreader, can increase his crop yield from two to eight bushels

or more per acre, isn't he neglecting his duty by not using a spreader? Isn't the man who sells spreaders neglecting his duty when he fails to call the farmer's attention to the fact that he could increase the number of bushels of grain which is so badly needed, by the use of a spreader? Think this over. Get busy with your pencil. When you think of a man who could profitably use a spreader, jot his name down and get right out on his farm at the first

opportunity. Don't wait for him to take the initiative. Right now there are prospects in your community who would buy certain bigger - crop - producing implements of you in the near future if proper overtures were made them, who, otherwise, would postpone buying them until some times in the distant future.

Wash your windows and trim 'em. That's the way to brighten the outlook.

### Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

L. & H., Sask.—To handle short grain a flax attachment should be of use. Most binder companies manufacture these. For attachment for a Deere binder, write the John Deere Plow Co., Regina.

H.B.T., Sask.—We do not know of any machine that will cut brush as thick as two inches diameter. For lighter growth a brush cutter bar attachment for a mower might serve. The Eagle Mfg. Co., Dauphin, used to make a machine that would handle heavy scrub. They have discontinued operation but a machine may be procurable. Write J. R. Eagle, Dauphin, Man.

C. J. M., Sask.—The Big Chief engine is made by the Waterloo Foundry Co., Waterloo, Iowa. You can obtain igniter hammer and new piston rings by writing factory direct.

J.G., Man.—Regret that we cannot locate repair source for the "Minnesota" mower. Does any reader know where this machine was manufactured?

R.E.S., Man.—Flax attachments for binders are made for individual machines by the binder companies. The following concerns in the United States manufacture bunched: Acme Harvesting Machine Co., Peoria, Ill.; F. Blocki Co., Sheboygan, Wis.; Gathman Mfg. Co., Manitowoc, Wis.; Thornburgh Mfg. Co., Bowling Green, Ohio.

E. L., Sask.—For manufacturers of bunched, see answer to R.E.S. given above.

B. T. T., Man.—You can obtain repairs for an old style Champion mower by writing the International Harvester Co. of Canada, Winnipeg.

J. A. C., Alta.—For repairs for an old style Woods mower, write direct to the factory—Walter A. Woods Co., Hoosick Falls, N.Y. Old style repairs are not carried at any near point.

F. A. P., Sask.—Repairs for a New Daytonia sewing machine can be secured from the Dominion Sewing Machine Co., 300 Notre Dame Ave., Winnipeg.

R. S. L., Alta.—You can procure repairs for a Bowsher sweep mill from Lindsay Bros., Minneapolis. The machine is manufactured by the N. R. Bowsher Co., South Bend, Ind.

D. M., Alta.—For repair parts for distributor for a Teagle high tension magneto, write the Teagle Company, Cleveland, Ohio.

E. McA., Man.—The Massey-Harris Co., Winnipeg, carry some repairs for Olds engines. Specify your requirements to them. For valves for an old style Flour City Tractor, write the Kinnard Mfg. Co., 44th Ave. N., Minneapolis.

R. H., Sask.—Brass crank box and pin for Baker windmill can be secured from the Heller-Aller Co., Windsor, Ont.

### In Selling Tractors

Tractors are largely sold for cash on delivery, but there are some good sales that dealers are making on a part cash and short time basis. A dealer who exercises good judgment in extending credit and carefully completes a note settlement with the customer at time of delivery, loses little or no money on the short time orders. If possible, however, the dealer should sell for cash.

GRAND  
TRUNK  
PACIFIC

## SUMMER CIRCUIT TOURS

GRAND  
TRUNK  
PACIFIC

VANCOUVER AND VICTORIA

with a Side Trip to

ALASKA

HEALTH REST RECREATION EDUCATION

IF YOU TRAVEL

Grand Trunk Pacific Ry. and Grand Trunk Pacific Steamships

Jasper and Mount Robson Parks, Maligne and Pyramid Lakes, Mt. Edith Cavell and Mt. Robson, Bulkley and Nechaco Valleys, along the magnificent scenic Skeena River, thence in finest steamships in regular service, meals and berth included, on steamships "Prince Rupert" and "Prince George"—plying in sheltered waters of the "inside passage" and other untold wonders await the pleasure-seeker.

2,360-Mile Ocean Voyage in Placid Waters through the "Norway of America" in greatest comfort and on to the Land of the Midnight Sun

For further particulars, write or call on any agent of the Grand Trunk Pacific Rly., or W. J. QUINLAN, District Passenger Agent, Union Station, Winnipeg, Man.

GRAND  
TRUNK  
PACIFIC

SAVE TIME AND MONEY---TRAVEL GRAND TRUNK PACIFIC

GRAND  
TRUNK  
PACIFIC

Circulation  
Covers a  
Territory of  
1,138,000  
Square Miles

## CANADIAN FARM IMPLEMENTS

Serves Tractor  
Truck  
Implement  
and Farm  
Equipment  
Industries

Western Canada's Only Implement Trade Journal

LOCATED in the largest farming territory on the North American Continent—and the most valuable potential selling area with an enormous demand for farm machinery and farm equipment. Serves tractor and farm implement dealers, distributors and manufacturers. Our pages deal with every side of the business—commercial, industrial and technical. Timely, reliable news on topics connected with manufacture and merchandising in the tractor and implement trade field. Information Bureau assists readers to secure prompt repair and supply service. Complete information gladly furnished all interested manufacturers and distributors.

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812, Confederation Life Bldg., Winnipeg, Man.

Date.....1918

Enclosed find \$....., being (renewal) subscription for CANADIAN FARM IMPLEMENTS, for one year from above date, and until further orders.

Name or Firm.....

Annual Subscription

Canada, \$1.00

United States, \$1.25

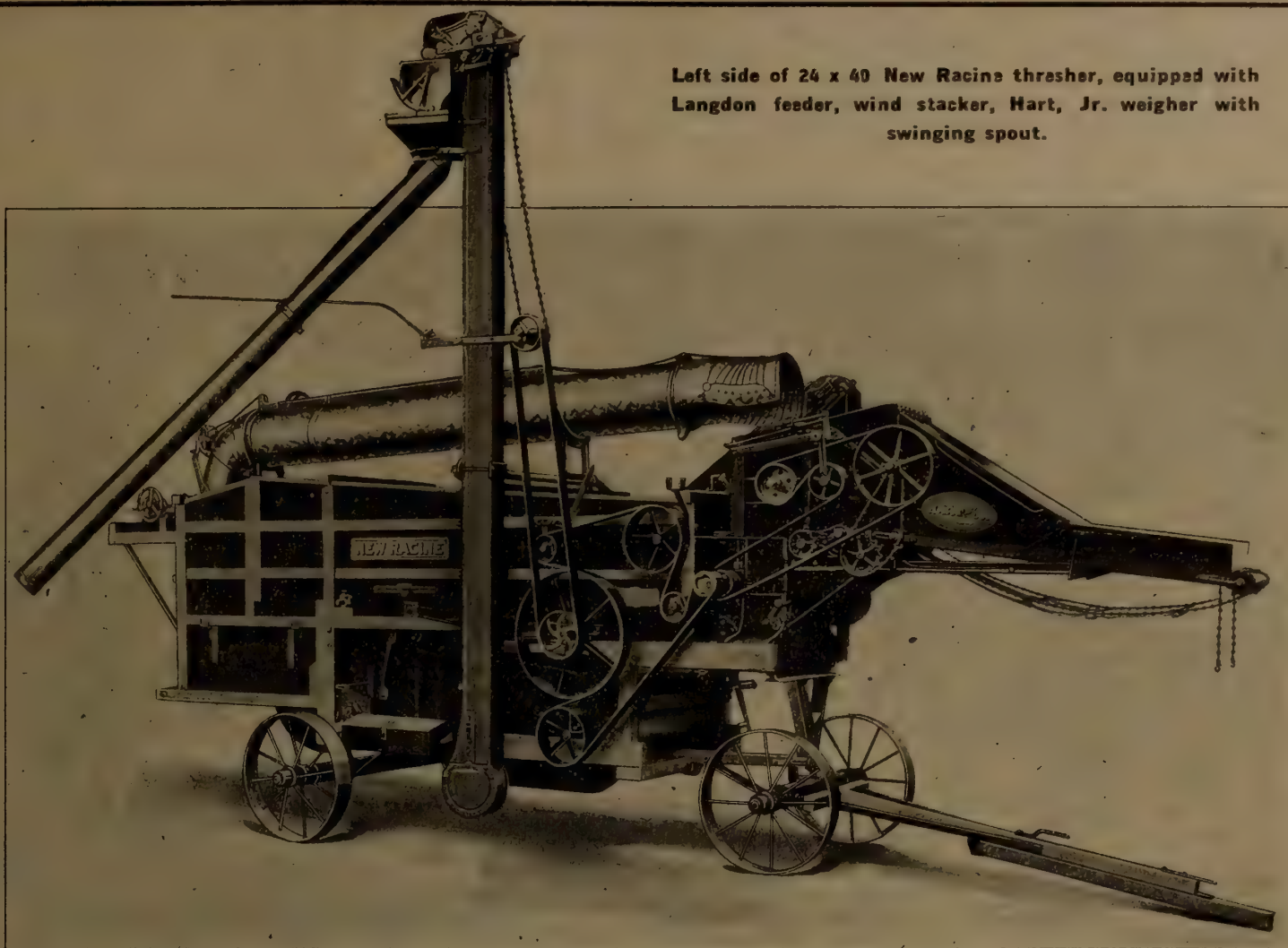
Foreign, \$1.50

Address .....

Town..... Province.....



Left side of 24 x 40 New Racine thresher, equipped with Langdon feeder, wind stacker, Hart, Jr. weigher with swinging spout.



The trend to-day is toward the individual thresher--as every dealer knows. Sell your customers New Racine or Goodison Threshers and make each buyer his own Threshing-time Boss

**Y**OUR customers, who buy New Racine or Goodison Threshers of you, thresh as soon as the grain is seasoned and when it is in prime condition. They get to the market when prices are highest, or while roads are in best condition for hauling. They clear the ground of shocks in time to do the fall plowing properly. Instead of having a large crew at the house to be fed and cared for, they take a little more time and use their own help. These are prime 1918 arguments for the selling of small threshers.

A New Racine or a Goodison outfit makes every farmer his own thresherman. The 20x32

New Racine thresher is just the right size for the average individual farmer. It can be operated with a light kerosene tractor and will thresh 30 to 60 bushels of wheat an hour. For the man who needs a larger machine, there is the 24 x 40. The Goodison line is of these sizes: 20 x 38, 24 x 42, 28 x 42, and 20 x 34.

New Racine and Goodison Threshers are sought-after machines. Their simplicity, one of the strongest points, makes them live long and sturdy lives. They are of long-proved practical design; they run with a minimum of friction.

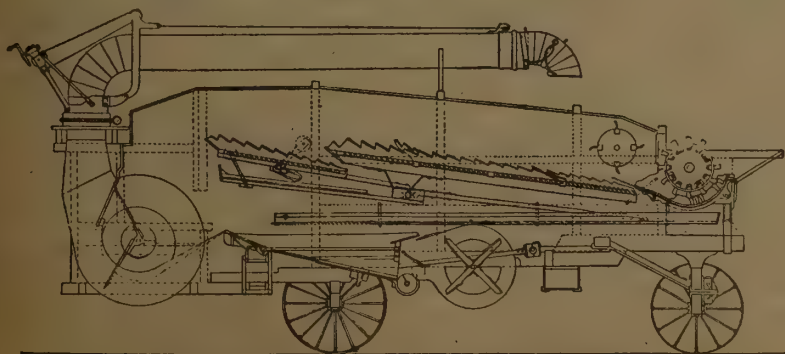
You will find these thresher lines reliable, easy selling lines. Study the New Racine or the Goodison and make your comparisons before you take on a line of threshers. These are machines that have built up a reputation for suiting customers.

WRITE TO THE NEAREST BRANCH HOUSE

**International Harvester Co. of Canada, Ltd.**

**BRANCH HOUSES:**

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.  
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



Interior Construction of Goodison Thresher



## The Manitoba Line of Windmills is the Most Complete Line You Can Handle A MILL FOR EVERY PURPOSE



Steel Mills furnished in sizes 5ft., 8ft., and 10ft., with 3 or 4 post tower for 8ft. and 10ft. and 3 post only for 5ft. Girted every 5½ft. Furnished with side ladders. Height of towers, 20ft., 31ft., 42ft. and 53ft. Get our printed matter. Study the merits of these mills. Be prepared to talk them to your customers. A profitable line to handle and an easy line to sell. Our facilities enable us to supply complete outfits, including Pipe, Pumps, Cylinder, etc. A big advantage to a dealer to be able to buy complete outfits from the same firm.

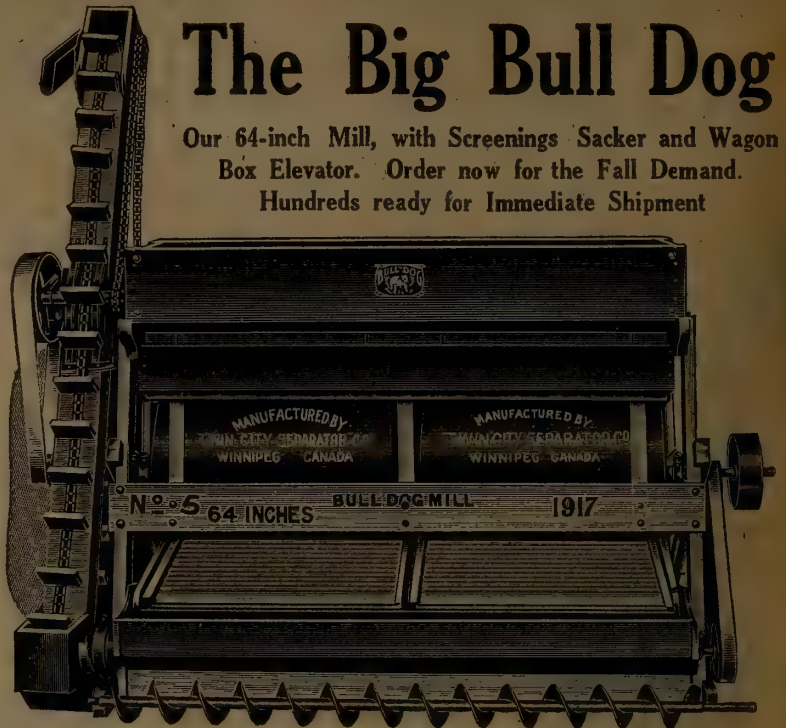


WRITE FOR PRICES AND  
FULL PARTICULARS

**MANITOBA ENGINES, LIMITED**  
8th St. and Assiniboine Ave. (Phone 2943) BRANDON, MAN.

## The Big Bull Dog

Our 64-inch Mill, with Screenings Sacker and Wagon Box Elevator. Order now for the Fall Demand. Hundreds ready for Immediate Shipment



Note double auger conveyor; one for screenings—one for seed grain.

The 64-inch mill is equipped with a double auger conveyor, heavy babbitted boxes and double eccentrics. Very strong construction.

Capacity 125 bushels per hour. We manufacture Bull Dog Mills in eleven sizes. There's a type to suit every customer. Get the Agency.

*This year farmers will clean every bushel of grain for market. The demand for Bull Dog Mills is there. Meet it.*

## TWIN CITY SEPARATOR CO., LIMITED

Off Logan Ave. on Quelch Street Winnipeg, Man.  
Address all Correspondence from Southern and Central Alberta to R. W. DOW, Box 1406, Calgary, Alberta

## The BRISCOE Dealer Proposition is one of Golden Opportunity

Here is a car at a most attractive price which travels fast, climbs hills and covers lots of ground—all without undue upkeep expense.

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Observe Briscoe roominess, comfort qualities, fine finish, and smart appearance. Above all, note the famous more-miles-to-the-gallon motor—an exclusive Briscoe feature assuring 25 to 30 miles per gallon. Its price, \$1,095, is less than that of any car of equal sturdiness and good looks.

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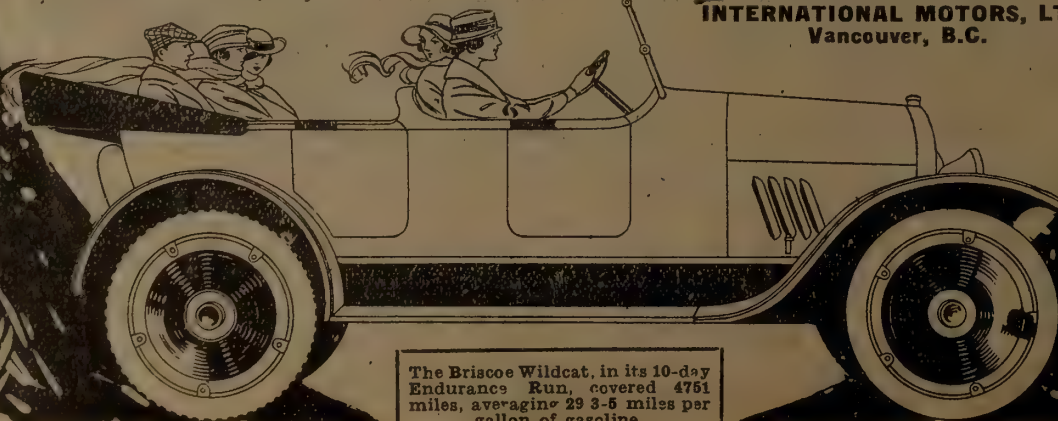
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# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 9

WINNIPEG, CANADA, SEPTEMBER, 1918

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# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 9

WINNIPEG, CANADA, SEPTEMBER, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10c.

## National Tractor Demonstration at Salina, Kansas

The power farming demonstration at Salina, Kansas, held from July 29-Aug. 3, was under the direction of the U.S. National Implement and Vehicle Association. The following gentlemen were in charge: Chairman of Demonstration Committee, E. J. Gittins; vice president, J. I. Case T. M. Co., Racine, Wis.; manager of tractor and thresher division, W. H. Haggard, Emerson-Brantingham Implement Co., Rockford, Ill.; Finley P. Mount, president, Advance-Rumely Thresher Co., La Porte, Ind.; H. B. Dinneen, manager, John Deere Plow Works, Moline, Ill.; Dent Parrett, president, Parrett Tractor Co., Chicago, and F. G. Allen, vice-pres. of the Moline Plow Co., Moline, Ill.; A. E. Hildebrand, was manager of the National Tractor Demonstration.

More than 3000 acres of plowing ground were under contract to be used during the week. This area was dead flat, and had a noticeable amount of gumbo in it, the remainder being black, sandy loam.

### Large Variety of Machinery

More tillage tools were shown this year than ever before. One company showed tractors on the field pulling packers, double disk harrows, disk plows, drills, a header, straw spreader, cultivator and a combination double disk harrow, drill and packer. All of the implements made their appearance in one afternoon of the demonstration.

Practically all of the companies a part of the time were pulling drills and packers or harrows. It was not only a plowing demonstration when the machines were on the field. Just as big crowds followed the machines doing other kinds of work as those which were turning the stubble.

The attendance during the week was estimated at from 110,000 to 125,000 persons. The spectators represented practically every farming district of the Western States, but the attendance in the greater majority was drawn from a territory within a 250-mile radius of Salina. The power equipment shown this year was of especial interest. Grain separators of every description were in operation, large and small threshers being driven by various powered tractors. Ensilage cutters and blowers hummed in the rear of a number of exhibits. Hay presses were shown, feed grinders, and saw outfits, all operated by tractors.

Especially noticeable was the number of companies who exhibited new tractor models or new type machines. Among these were the following concerns: Hart-Parr Co., Charles City, Ia.; Aultman & Taylor Machinery Co., Mansfield, O.; Moline Plow Co., Moline, Ill.; Emerson-Brantingham Co., Rockford, Ill.; Advance-Rumely Thresher Co., La Porte, Ind.; La Crosse Tractor Co., La Crosse, Wis.; Hession Tiller & Tractor Co., Buffalo, N.Y.; American Tractor Co., Peoria, Ill.; J. I. Case Threshing Machine Co., Racine, Wis., and National Tractor Co., Chicago, Ill.

The following companies had exhibits on view at the demonstration:

### Tractor Companies

Acme Harvesting Machine Co., Peoria, Ill.  
Advance-Rumely Thresher Co., Inc., La Porte, Ind.  
American Engine & Tractor Co., Charles City, Ia.  
American Tractor Corp., Peoria, Ill.  
American Ford & Tractor Co., Oklahoma City, Okla.  
Aulson Tractor Co., Waukegan, Ill.  
Aultman & Taylor Machinery Co., Mansfield, O.  
Avery Co., Peoria, Ill.  
Beeman Garden Tractor Co., Minneapolis, Minn.  
Bull Tractor Co., Minneapolis, Minn.  
Bullock Tractor Co., Chicago.  
J. I. Case Plow Works, Racine, Wis.  
J. I. Case Threshing Machine Co., Racine, Wis.  
Cleveland Tractor Co., Cleveland, O.  
Coleman Tractor Corp., Kansas City.  
Dauch Mfg. Co., Sandusky, O.  
Deere & Co., Moline, Ill.  
Electric Wheel Co., Quincy, Ill.  
Emerson-Brantingham Implement Co., Rockford, Ill.  
Henry Ford & Son, Dearborn, Mich.  
Four Drive Tractor Co., Big Rapids, Mich.

Frick Co., Waynesboro, Pa.  
Gray Tractor Co., Minneapolis, Minn.  
General Motor Trucks Co., Kansas City.  
Hart-Parr Co., Charles City, Ia.  
Hession Tiller & Tractor Corp., Buffalo, N.Y.  
Huber Mfg. Co., Marion, O.  
International Harvester Co., of America, Chicago.  
Interstate Tractor Co., Waterloo, Ia.  
Kenison Manufacturing Co., Solomon, Kansas.  
Joliet Oil Tractor Co., Joliet, Ill.  
La Crosse Tractor Co., La Crosse, Wis.  
John Lauson Mfg. Co., New Holstein, Wis.  
Lyons Atlas Co., Indianapolis, Ind.  
Liberty Tractor Co., Minneapolis, Minn.  
Moline Plow Co., Moline, Ill.  
National Tractor Co., Peoria, Ill.  
Nilson Tractor Co., Minneapolis, Minn.  
Parrett Tractor Co., Chicago.  
Peoria Tractor Co., Peoria, Ill.  
Port Huron Engine & Thresher Co., Port Huron, Mich.  
R. & P. Tractor Co., Alma, Mich.  
Rock Island Plow Co., Rock Island, Ill.  
Square Turn Tractor Co., Chicago.  
The Russell & Co., Massillon, O.  
Turner Mfg. Co., Port Washington, Wis.  
Velie Motors Corp., Moline, Ill.  
Wallis Tractor Co., Racine, Wis.  
Waterloo Gasoline Engine Co., Waterloo, Ia.  
Wisconsin Farm Tractor Co., Sauk City, Wis.  
**Plow and Implement Concerns**  
Alamo Farm Light Co., Omaha, Neb.  
Cutaway Harrow Co., Higganum, Conn.  
Domestic Engineering Co., Dayton, O.  
Grand Detour Plow Co., Dixon, Ill.  
Hansmann Mfg. Co., Long Prairie, Minn.  
Humburg Lumber Co., Bison, Kan.  
Indiana Silo Co., Kansas City, Mo.  
Kenison Mfg. Co., Solomon, Kan.  
Lalley Electro-Lighting Co., Detroit, Mich.  
La Crosse Plow Co., La Crosse, Wis.

Roderick Lean Mfg. Co., Mansfield, O.  
Oliver Chilled Plow Works, South Bend, Ind.  
Parlin & Orendorff Co., Canton, Ill.  
Royer Ensilage Harvester Co., Wichita, Kan.  
Newell Sanders Plow Co., Chattanooga, Tenn.  
Simplex Spreader Co., Kansas City, Mo.  
South Bend Chilled Plow Co., South Bend, Ind.  
3P Auto Tractor Co., Davenport, Ia.  
Universal Light Co., Salina, Kan.  
Vulcan Plow Co., Evansville, Ind.  
L. A. Young Industries, Inc., Detroit, Mich.

### Accessory and Equipment Exhibitors

American Manganese Steel Co., Chicago.  
Automotive Parts Co., Indianapolis, Ind.  
Balso Oil Co., Council Bluffs, Io.  
Bosch Magneto Co., New York, N.Y.  
Buda Co., Harvey, Ill.  
Byrne-Kingston Co., Kokomo, Ind.  
Champion Spark Plug Co., Toledo, O.  
Diamond Chain & Mfg. Co., Indianapolis, Ind.  
Foote Bros. Gear & Machine Co., Chicago.  
Gurney Ball Bearing Co., Jamestown, N.Y.  
Hooven Radiator Co., Chicago.  
Hyatt Roller Bearing Co., Chicago.  
Kokomo Electric Co., Kokomo, Ind.  
K-W Ignition Co., Cleveland, O.  
McQuay-Norris Mfg. Co., St. Louis, Mo.  
Modine Mfg. Co., Racine, Wis.  
Mutual Oil Co., Kansas City, Mo.  
National Refining Co., Cincinnati, O.  
R. D. Nuttall Co., Pittsburgh, Pa.  
Oakes Co., Indianapolis, Ind.  
Perfex Radiator Co., Racine, Wis.  
Remy Electric Co., Chicago.  
SKF Ball Bearing Co., Hartford, Conn.  
Sumter Division of Splittorf Electrical Co., Chicago.  
Timken Roller Bearing Co., Canton, O.  
U.S. Ball Bearing Co., Chicago.  
Universal Lug Co., Cicero, Ill.  
Vacuum Oil Co., New York, N.Y.

## Reflections from a Visit to the National Tractor Show

By C. A. CLOUGH

At Salina, Kansas, this year, American tractor manufacturers staged the National Tractor Show. Salina is admirably located for an event of this kind. It lies very nearly in the centre of the State of Kansas in the heart of a great area of agricultural country where tractors are coming into more general use than in any other part of America. Kansas, late in July, offers, too, an unlimited acreage of land suitable for a plowing demonstration. The winter wheat crop at this date is cut, threshed, and already being ground in the mills; thousands of acres of wheat stubble lie ready for use. A few thousands adjacent to the little city of Salina were drafted for the demonstration, and under the sweltering heat of a Kansas midsummer, a heat no Canadian can justly appreciate without experiencing it, the 1918 tractor trials were held. More than 125,000 people saw practically every tractor made in the United States demonstrate what it could do in the field. After one has spent a few days in the central west in midsummer, he understands why the farmers of that region are interested in tractor plowing and why they came for hundreds of miles to see what was new in tractor development. At this season they are preparing for winter wheat seeding in the middle west, pushing the work of preparing land for sowing under conditions that are the worst possible to imagine so far as efficient field work with horses is concerned. For heavy work on a long, hot day, the tractor has so decided an advantage over his equine adversary, that there is no comparison in efficiency possible between the two. The middle west is going in very solidly for tractors, as solidly as it has already gone in for motor cars, and the time is less than ten years distant when the draught horse will be as uncommon on corn belt

farms as driving horses are now. Here and there farms will remain that are operated with horses, but the bulk of the farm work of this area for the future will be done with mechanical power. And it is equally as inevitable that the draught horse will be superseded by his steel rival elsewhere with the same rapidity as he is being driven from the middle west. The day of the farm tractor is only dawning; give the manufacturers of America ten years or less, and as certainly as this is written will their products completely occupy the field now served by horsepower. The tractor is as certain to become a farm necessity as the binder, the steel plow or the automobile.

\* \* \*

What is written above has a rather familiar sound. We have been reading and some of us writing such matter for quite a time. It is appropriate, however, to repeat it here in the opening paragraph of a short sketch of the tractor trials because thousands of people have not yet subscribed to the theory that the tractor can entirely replace the horse on the farm, and look upon it as a supplementary power only, as many horses as ever being needed in case of an emergency, such as a wet seeding season or harvest, to insure against disaster. Tractor developments are rapidly dissolving that idea. The modern light tractor may be said to be capable of operating under any field conditions where the horse can work, and attached to any implement or machine that can be hauled by horse-power. At the Salina demonstrations tractors were shown at every field operation known to farming in the middle west, listing corn—four rows at a time—plowing corn, harvesting corn, cutting grain and hay, operating hay loaders and



stackers and hay equipment of all kinds, plowing, seeding, belt work, and every conceivable operation calling for power on the farm. It may be said conclusively of the trials that the tractor demonstrated its field and belt efficiency and vindicated its superiority in every line of work it was demonstrated in, and those lines covered every operation on a western grain farm.

\* \* \*

A wide variety of tractors were shown at Salina—tractors that were driven by all four wheels, tractors driven by two wheels, tractors driven by one wheel, and tractors without drive wheels at all—creepers and crawlers designed to pull themselves and their loads on wet, sticky soils. There were no freaks. The tractor industry apparently has settled down substantially in the matter of type, just as the auto-

in determining one's choice of a tractor. Five hundred dollars difference between the tractors is no more than fifty dollars difference between two horses. Generally speaking, a man buys a horse because of its fitness for the work required of it, rather than for its price. It is the same in tractors. The major consideration is to get the tractor best suited to the conditions it has to work under. One can easily get such machine these days from the wide variety of excellent ones on the market.

\* \* \*

One of the attractions at Salina was Henry Ford and his Fordson. The name of Ford has woven a magic spell, seemingly, over the farmers of the middle west, and they followed afoot through the dust, the dirt and the sweltering midsummer heat to get a glimpse of Uncle Henry and watch his blocky little

as has been gained by the famous car. The Ford car established itself early in automobile history as a cheap car of outstanding reliability. It sold largely on its price, to people of ordinary means who wanted it as a luxury and bought it because it was the only kind they could afford. The Fordson tractor faces competition in its field that the Universal car has never yet had to face in its. It has got to sell on the merit of its field work in competition with established competitors of no mean order, and against tractors widely reputed already for reliable work and reasonable prices. None of the established lines are likely to be affected by Ford's entry into the tractor field in any other way than the well-known lines of automobiles were affected by the appearance of the Universal car. The effect, if we are any judge, will be about the same. Firms like the I. H. C., Case, Advance-Rumely, Hart Parr, John Deere are going to find that Ford's competition is the best thing for their tractor departments that could possibly happen.

Apparently it is simply going to be the automobile industry over again. Practically every automobile manufacturer is selling cars faster than he can turn them out, has been for years, and will continue so for a long time. To our way of thinking, Henry Ford's entry into the tractor field is as good a boost as the industry could receive, and the boost will be felt proportionately as the tractor is successful. Whatever criticism one may indulge regarding the job or the selling methods that the Ford organization is following—we refer to factory cost price with no profit, to the subtle suggestion that there is no profit in the thing for the maker—the more tractors Ford sells, the more every other maker will sell, for, after all, the farmer's tractor buying is very much the same as his car buying—a great many are bought to keep up with the neighbors, and a great many just to have a tractor a little better than the man the other side of the line fence can afford. We are going to see such developments in the tractor industry in America the next five years, that every factory in the United States and Canada will have all it can do taking care of its orders, without worrying over what anybody else is doing.

From what we saw of the tractor show we are inclined to think that manufacturers' ideas of the value of the event from a business standpoint, would stand some revision. On one ground the affair has outstanding merit. It enables makers to compare their



THE GRAY TRACTOR, WITH SIDE-ARM HITCH, PREPARING A SEED BED

mobile industry did about ten years ago, and the tractor of the future will not be characterized as some tractors of the past were, by their freakishness. The most common is the four-wheeled type, rear driven. More machines of this kind were shown than any other. Within this type there is a wide variety of means whereby the power is developed and transmitted, some have four cylinders set lengthwise in the frame like the automobile engine, some four set crosswise, some two horizontally, and so on; similarly there are wide differences seen in the means used to transmit the engine power to the driving mechanism, and in the driving mechanism itself, but the type in general is an established thing—four wheels, the two rear wheels being the drivers, of which Case, Waterloo Boy, Rumely, Lauson, and a host of others are examples. Others like the Moline are two-wheel tractors, the drivers carrying the engine and frame, the implement is hitched to, in some cases being an essential part of the assembly. The creeping type is best known by the Cleveland and the Steel Mule. They lay their own steel track, so to speak, and are specially adapted for certain conditions of work. The other types, particularly the Gray tractor, driven by a large spiked drum instead of wheels, and the Bull, driven by one large wheel, represent other ideas in equipment and have advantages of their own for certain work under certain conditions. If we were asked, after careful inspection of every tractor shown, to state which make would probably be the most serviceable for Western Canadian farms, we would be forced to confess that the question could not be specifically answered. We had certain ideas of our own about tractors before seeing the Salina trials, but we are far less cocksure now than we were before. We are ready to admit now that there is a host of excellent farm tractors being made, and that no man living, however much an expert he may be, can say which one is the best for all conditions, or the best even for special conditions. No one nowadays can have a cocksure opinion about tractors, any more than he can have a cocksure opinion about automobiles, or farm wagons or washing machines or gang plows. From the standpoint of the man needing a tractor for use, or desiring the agency for a tractor, absolutely the only means of determining what to buy or what line to handle, is to look them all over, consider carefully the advantages each one may possess for the special conditions of his farm and district, select the one that in his opinion will best suit these conditions, and buy it. Of course there is quite a variation in price in some instances, and for our Canadian farms there may be an advantage in buying a tractor that is priced to come in duty free, but price differences between the standard makes is not very wide and is usually represented by special features of real value. So far as price is concerned, tractor prices are very nearly as prices are in all machinery, the value is represented in the higher-priced article by greater power or patented features in engine, transmission or design, that make the machine worth the price asked for it. This is certainly the case in the well-known makes of machines. Price should certainly never be the deciding factor

tractor snort up and down the plowing field with the two Oliver plows in its wake. Just to see the man who made the Universal auto car seemed the ambition of thousands of men and women who went to the tractor show, and Henry surely was there to be seen, and his Fordson there in hundreds to be sold. It was an excellent advertising stunt that someone in the Ford organization thought out and carried into effect. About two hundred Fordsons were lined up on a down-town lot, fueled up and ready for

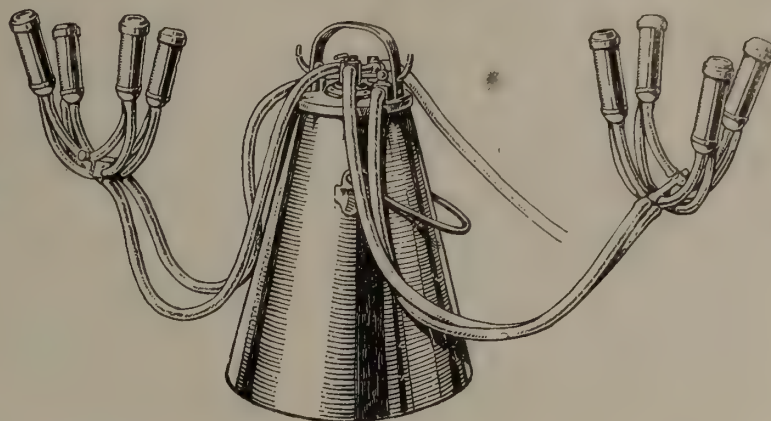


THE FARMER ELIMINATES HEAVY THRESHING EXPENSE BY USING HIS OWN E-B. THRESHING OUTFIT

driving off, and as this was the first time the thousands had ever seen Ford's second invention, they took the opportunity of seeing the same sturdy little engine that everyone has known for years in the "tin Lizzie," set into a tractor frame, apparently as well fitted for tractor purposes as it has proved itself for driving an automobile. It is no reflection on the product of other tractor manufacturers to remark that whatever one may think of the Fordson as a tractor job, and one hears plenty of criticism of it, just criticism, too, no doubt, the magic of the name Ford is going to sell a tremendous number of Fordson tractors. Farmers seem to have the idea that the Ford tractor must possess the same reliable qualities universally credited to the Ford car, and are buying it on that account as much as on anything else. Ford & Son claim at present to be producing about 150 tractors per day, with a steady increasing output, which means that something like forty or fifty thousand Fordsons will have to find farm homes somewhere in America or Europe within the next year. But however widely the Fordson may be bought by American or Canadian farmers, it would be very unwise to predict for it as wide a measure of popularity

product with the other fellows and inspect new ideas that have been brought out during the year, but except for dealers looking for lines to handle, from the visitors' standpoint the affair is rather unsatisfactory. Farmers get no more than a confused idea of what's what, and plodding up and down a plowing field, eating the dust of a hundred tractors, under the broiling temperatures of midsummer—106 in the shade one day—is not conducive to the reception of suggestions that one sign his name on the dotted line at the bottom of a contract and settle the question there and then. For dealers, however, the event does offer an excellent opportunity of acquainting oneself with what is going on in the tractor world and taking advantage of anything that comes up. There are many things to see besides tractors—a great many—for many of which the sale could be secured in the home territory. It is this feature of the tractor show that appeals to us as being of the greatest possible value to the readers of this paper, and it would be well to their advantage in future to visit these national events. Few Canadians attended this year's trials, too few as compared with the growing importance of the tractor industry in the West.





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If you handle lines of goods that you **know** your customers want, your selling problem will be a small one; each sale will be easier to make; and the same sales effort will make more sales for you than if you have to spend your time in **convincing** your prospects that they want your goods.

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are **in** demand. You will find them easy to sell because dairymen **know their merit**. EMPIRE Milking Machines are used and endorsed by the Dominion Experimental Farms at Ottawa, Ont.; Agassiz, B.C.; Fredericton, N.B.; Lennoxville, Que.; Cap Rouge, Que.; Ste. Anne de la Pocatiere, Que.; Lacombe, Alta.; and Brandon, Man.

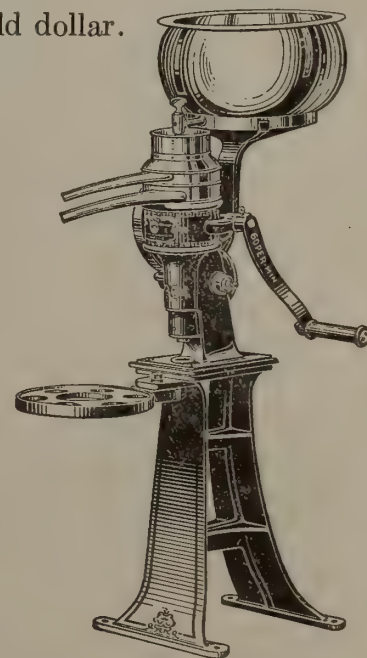
You will find your dairymen customers in a receptive mood when you talk "EMPIRE" to them.

Send at once for our Liberal Dealer's Proposition. Open territory is limited.



have proven their superiority for years in the hands of many thousands of successful Canadian Dairymen, just as have EMPIRE Engines. In asking your customers to buy EMPIRE machines you are not asking them to experiment with the unknown, for EMPIRE Machines are as standard in value as a gold dollar.

Don't try to "buck" EMPIRE competition. Sell EMPIRE Machines and leave the "bucking" to someone else. That's the profitable method.



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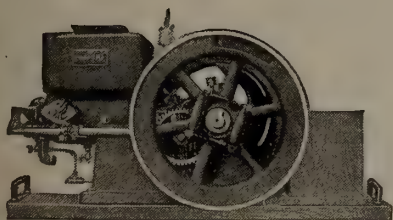
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WINNIPEG, MAN.

The Empire Cream Separator Company  
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MONTREAL, P.Q.





### Sharples Suction Feed Separators Officially Tested

Recently the Sharples Separator Co. entertained dairy professors from several state agricultural colleges at their offices and factories at West Chester, Pa. Official tests were made of the Sharples suction-feed cream separator, with the following results as outlined by the Sharples Co., who report as follows:

The introduction of the new

Sharples suction-feed separator about three years ago caused a tremendous interest among dairy educational people all over the country, inasmuch as this new separator had entirely eliminated the most serious factor affecting cream separation, that of slow turning and the subsequent loss of butterfat by the separator. It has been proven that 95 per cent of the operators turn hand separators too slowly and thus lose butterfat.

The interest that has been aroused in the new separator and its remarkable performance during the past three years led these agricultural college men to arrange to attend this dairy conference at West Chester and to subject the Sharples suction-feed separator to official tests at that time.

A No. 4 Sharples suction-feed separator was taken out of stock, unboxed and carried to the Sharples farm near West Chester, where it was subjected to tests of operation such as would be found on the average dairy farm. The milk used was obtained from the Sharples herd of mixed grade cows directly after milking and was neither heated nor treated in any way before separation.

Three separations were made of twelve minutes' duration each, one at normal speed of the machine, one at 20 per cent decreased speed and one at 20 per cent increased speed. Tests of the skim milk were taken at the end of four minutes, eight minutes and twelve minutes and, according to the official report on the tests, signed by Prof. R. A. Lamson, of Purdue University, who supervised the tests, this stock separator skimmed to less than .02 per cent at all speeds.

in this manner and otherwise scattered by the machine is cleaned up and threshed before the machine leaves the field.

Three-quarters of a bushel in every 100 threshed can be saved by careful handling of bundles from the shock to the machine or stack and by arranging the bundle wagons so that all grain which shatters in them is caught and saved. Thus it is estimated that a total of  $3\frac{1}{4}$  bushels in every 100 threshed may be saved.

#### Causes of Waste

The chief sources from which waste of grain in harvesting and threshing result are:

- 1.—Threshing when grain is tough (damp and ripe).
- 2.—Carelessness in keeping the thresher's cylinders up to speed and in adjustment, of blower, etc.
- 3.—Improper adjustment and dullness of teeth.
- 4.—Carelessness in feeding bundles or headed grain into the machine.
- 5.—Carelessness in allowing grain to leak on the ground around and under the thresher.
- 6.—Careless scooping of grain and bad order of wagon boxes.
- 7.—Carelessness in raking field and shock rows.

Every machine should be gone over to see that the engine has sufficient reserve power with proper pulleys and belting so as to keep the cylinders uniformly at the necessary speed under average conditions. Special efforts are also being made to secure co-operation of manufacturers in supplying repairs for "bad order" threshing machines and otherwise to put and keep all equipment in the best working trim.

#### U.S. Government Holding Tractor Enquiry

The Department of Agriculture in the United States is requesting detailed information all over that country as regards tractor sales and stocks, the object being to find out how many tractors are in use that were sold during the last two years; what tractors are in stock unsold; and what output can be expected from the factories next year. A questionnaire embodying thirteen queries has been sent to all tractor manufacturers and each is asked to express his opinion as to the number of tractors that will be required in 1919 as compared with this year. The producer is asked to state the number of tractors on hand at factory or in transit, and the number unsold in the hands of distributors and dealers at a certain date.

Almost time for sleigh sales.

#### Preventing Grain Waste

The U.S. Food Administration, with the co-operation of the National Implement and Vehicle Association, is making efforts to secure perfect threshing to prevent the waste of grain. The figures given as regards grain waste are astounding.

It is estimated that from 1 to 10 per cent of the wheat crop is lost to the country by hurried and careless operation and inefficiency of threshing machines. In some sections however losses are materially greater than in others. Waste in threshing depends largely upon the condition of the machine as it enters the harvest field and the care with which it is operated. While it is believed that the majority of machines operate satisfactorily, conservative estimates that on an average one and one-half bushels in every 100 threshed can be saved by having all machines go into harvest (1) in excellent repair; (2) with ample power; (3) by providing that during harvest they are efficiently adjusted to meet varying conditions.

One bushel in every 100 threshed can be saved by having all machines in such repair that little or no grain leaks under and around them on the ground and providing that what does leak out

## MAKE MONEY! SELL TORONTO FARM EQUIPMENT

THE hard grind of convincing farmers that proper farm equipment will save them time, labor and money is over.

Toronto Farm Machinery has convinced even the most skeptical that it does this. So well known has the Toronto Line become that it practically sells itself.

We want agents in every district of the West to handle our line and reap the profits that come from ready sales. Here is your opportunity. Write us for particulars.

**The Ontario Wind Engine & Pump Co., Limited**

ATLANTIC AVENUE :: TORONTO  
Western Address - - Regina, Saskatchewan

## REPUTATION plus SERVICE

The Prestige of WHITE MACHINERY, added to WHITE SERVICE, ENSURES BIG BUSINESS

PROGRESSIVE DEALERS VALUE THE WHITE LINE BECAUSE OF ITS ESTABLISHED REPUTATION AND UNEQUALLED QUALITY

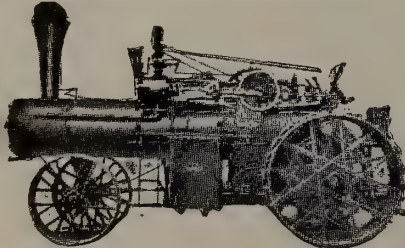


Sizes: 24 x 40. 28 x 46. 32 x 54. 36 x 60

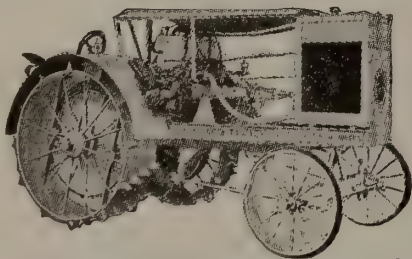
**Rebuilt Portable and Traction Engines and Separators in Stock.**

Write for descriptive Catalogue and Price List

Sizes: 18 h.p., 20 h.p. and 25 h.p.



IT PUTS THE "OIL" IN "TOIL"



OUR GUARANTEE—This outfit for utility, efficiency and durability, cannot be excelled.

**The Geo. White & Sons Co., LIMITED**

Brandon, Man. London, Ont. Moose Jaw, Sask.

**GEO. WHITE & SONS CO., LTD.**  
Brandon, Man.

Send me literature and particulars of White Machinery and your proposition.

Name .....  
Address .....  
Prov. ....



### Service Pin Day at the De Laval Separator Company's Poughkeepsie Works

On Service Pin Day, held recently at the Poughkeepsie Works of the De Laval Separator Company, forty-seven employees were presented with service pins representing from five to twenty-five years of employment with this company. The picture shows one of the employees in the act of receiving his twenty-five year pin. The event is held twice a year, with appropriate exercises.

The pins are presented to the De Laval employees in all its offices and shops in recognition and appreciation of long and faithful service. There are six different pins, all of gold, representing from five to thirty years of service. The first or five year pin, has a gold star without jewel setting, while the longer period pins are set with pearls, sapphires, rubies, emeralds and diamonds respectively. The name of the recipient is engraved on the back of each pin and it is accompanied by a personal letter of congratulation from the president of the company. At the Poughkeepsie works alone, there have been awarded just three short of five hundred pins—a remarkable showing for any industrial plant.

### Salvaging Binder Twine

The U.S. Food Administration calls attention to the importance of some means being secured to salvage used binder twine. The United States and Canada will use in 1918 close to 300 million pounds of binder twine for which farmers paid over \$75,000,000. When the bundles of grain tied with the twine pass through the separator under present methods, the twine is cut to pieces, mixed with the straw and completely lost. The high prices of fibre for the production of binder twines makes it a problem of great importance that in some way this twine wastage could be avoided. Will a means of doing so yet be developed by some inventive genius?

Germany, who is and always has been, interested in conservation of raw materials, shortly before the war attempted to solve this problem, but no plan that was commercially practicable was discovered. While the aggregate waste is large the unit to be recovered is very small. For the average sheaf of grain about two feet of twine is required and each of these bands is worth at present twine values about one-tenth of a cent. The second-hand value



Service Pin Day at De Laval Works, Poughkeepsie, N.Y.

**DEALERS:** Write for our Money-Making Proposition to act as Agents for our Sewing Machines, Phonographs, Cream Separators and other lines where not represented.  
**BIG PROFITS—RELIABLE LINES**  
**DOMINION SEWING MACHINE CO.**  
300 NOTRE DAME AVE. WINNIPEG

**PATENTS**  
**PATENT YOUR IDEAS**  
Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.  
**Harold C. Shipman & Co., Patent Attys.**  
Central Chambers, Ottawa, Canada

is however scarcely a third of this amount since the used twine must be collected, knots removed, the fibers of the bands re-separated, reduced to tow, recarded and again manufactured into twine. To eliminate this costly process of conserving the used twine is the problem—a solution of which is badly needed in the agricultural world to-day. The reclamation of used twine would obviously have the effect of procuring a drastic decrease in fibre, and hence on twine values.



**Build Concrete Silos**  
with the London Adjustable Silo Curbs. Over 15,000 concrete silos have been built in Ontario alone. Send for catalog No. 10.  
**LONDON CONCRETE MACHINERY CO.**  
Dept. K., London, Ont.  
Agents Wanted in all Unoccupied Territory  
World's Largest Manufacturers of Concrete Machinery

## Why You Should Sell DE LAVAL CREAM SEPARATORS

The De Laval is the easiest cream separator to sell.

The best proof of this is the fact that so many more De Laval are sold each year than any other make.

There are very good reasons why the De Laval is the easiest to sell.

1. It's better made.
2. It's better advertised.
3. Dealers handling the De Laval receive more and better sales co-operation than dealers handling other makes.

Wherever you go you will find the most reliable and prosperous merchants selling De Laval. Good merchants and good merchandise always go together.



*There is no better time than right now to send in your application for a De Laval contract. There is cream separator business all around you. You can get more of it and make more profit on it, with the De Laval than with any other separator.*

**THE DE LAVAL COMPANY, LTD.**

LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA

WINNIPEG VANCOUVER MONTREAL PETERBORO

50,000 BRANCHES AND LOCAL AGENCIES THE WORLD OVER



## International Harvester Co. Withdraws Appeal in Government Suit

The International Harvester Co. of New Jersey has decided because of changed war conditions, to waive its appeal in the long drawn out suit of the United States Department of Justice against the company for alleged power to control trade. This case has been going on since 1912. A decision adverse to the company was rendered five years ago. Appeals were taken and a third argument was ordered about a year ago, and on war ensuing in the States the case was ordered continued until its close.

In view of the protracted disposal of the case, and for the purpose of eliminating complications so as to be of more service to the country during the war,

the company has, through patriotic motives, decided to join in asking the district court to enter an order carrying its decree into effect, which provides substantially that the company dispose of the harvesting machinery lines known under the trade names of "Osborne," "Milwaukee" and "Champion" to independent manufacturers.

This famous case now closes, and the most remarkable contradiction about it is that the Harvester Company was prosecuted not for having been bad, but for its alleged high potentialities for harm should it ever turn bad. Reports state that the two International Harvester organizations

in the United States, into which the business was divided in 1913—the International Harvester Co. of New Jersey and the International Harvester Corporation, will again be merged in one organization. The Canadian business of the company is carried on by an entirely separate organization so that any alteration in the status of the companies in the United States will have no effect whatsoever on the International Harvester Co. of Canada.

Concerning the action of the company in dismissing the appeal filed in the case, Cyrus H. McCormick, president of the International Harvester Co., states in part in an announcement:

"The decree appealed from was entered by a divided court, and was based not upon any wrongful practices or injurious acts, but upon the company's alleged, but unexercised, power to dominate the agricultural implement trade. The com-

pany's appeal was promptly taken and has been diligently prosecuted.

"The evidence upon which the decree was entered, and the appeal must be tried was closed five years ago. That record presents a situation in the agricultural implement trade which has already greatly changed, and which would still further change before there could be any hope of a decision on the appeal. And the decision, when rendered, would be based on the facts of 1912, and not on the facts existing at the time of the decision. For that reason the decision, if adverse, would most certainly do great injustice to the company.

"For business reasons not affecting the suit the assets of the company were equally divided in January, 1913, between the old company and a new company, the International Harvester Corporation, the latter taking over the foreign plants and business and the new lines, such as tractors, gas engines, wagons, cream separators, etc. The greater part of the assets of the new corporation was invested in the foreign business, very largely in Russia. The war has played havoc with the assets and business in Russia and the Central empires."

In view of the uncertainties arising out of government litigation, which, while pending, would prevent the development of business, and of the losses sustained in trade owing to the war, it was decided, states the president, to accept as final the lower court decree and to agree to a further decree which will restrict the sale agencies of the company after Dec. 31, 1919, and increase the number of its competitors by requiring the sale of three of its five lines of harvesting machines, comprising two of its harvester machine plants. "The ending of litigation will enable the company to establish itself and its business on a firm basis for the future, even at the cost of a present loss" continues the president, who concludes as follows:

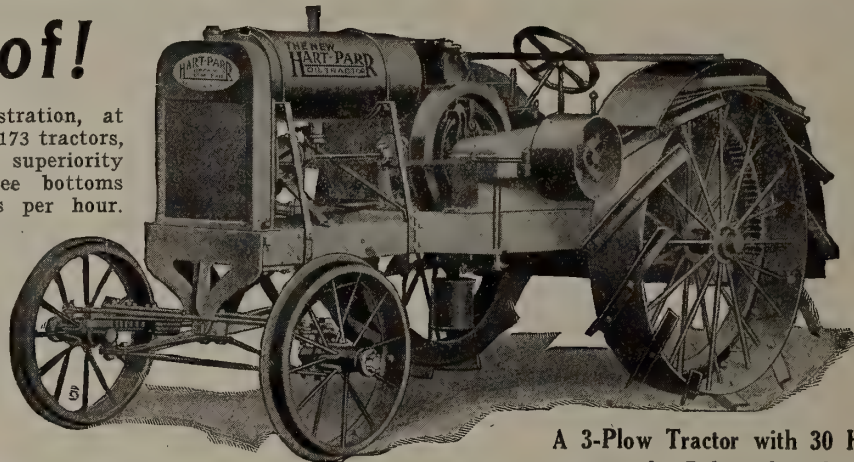
"If the decree had been based upon alleged violations of the law by the company instead of upon its alleged power to violate the law, we would hardly have felt warranted in dismissing our appeal even for the sake of conserving the business situation. As it is, the decree of the District Court is accepted as one of the hardships growing out of the war.

"It is some compensation to know that the reunited company, freed from the uncertainties of litigation, will be able to render the government much more efficient war service than would otherwise be possible."

## Here's Proof!

At the National Tractor Demonstration, at Salina, Kansas, in competition with 173 tractors, the NEW HART-PARR proved its superiority for deep plowing. It pulled three bottoms seven inches deep, at three miles per hour. Developing more than 31 H.P. while running below its normal speed, it pulled its load with the greatest ease, on KEROSENE. Read below what it did in the official brake test. The New Hart-Parr was the wonder of the demonstration.

### THE NEW HART-PARR TRACTOR



A 3-Plow Tractor with 30 H.P. on the Belt and with Bull Dog tenacity in power

Guaranteed to do as much or More Work on a Gallon of Kerosene as can be done on Gasoline.

#### Specifications:

POWER—Pulls three plows—30 H.P. on belt.  
MOTOR—2-cylinder twin, 4-cycle, Valve in head, 750 r.p.m.  
MOTOR FRAME—Cast steel, one piece. No bend, no twist.  
CARBURETOR—New Dray Kerosene shunt.  
BEARINGS—S. K. F. and Hyatt.  
SPEEDS—Two forward, 2 and 3 mi; one reverse.  
TRANSMISSION—Selective sliding gear.  
RADIATOR—Perfex—shaft driven fan.  
LUBRICATION—Madison-Kipp force feed.  
WEIGHT—5000 lbs.

The New Hart-Parr is the greatest success in the tractor field. No dealer can afford to overlook this tractor as a cornerstone in his business.

Sell the Hart-Parr  
WRITE TO-DAY

#### Large Canadian Order Reported

W. E. Wood has announced that he has decided to locate the Wolverine Tractor Co. in Saginaw, Mich. It will manufacture a four-wheel drive machine with a caterpillar attachment, and according to a report, the company has already an order for 1,000 for delivery to the Canadian government.

#### International Man Made Professor

H. H. Robson, an expert in the employment of the International Harvester Company of Canada's Winnipeg branch, has been appointed Professor of Agricultural Engineering at the Manitoba Agricultural College, at Winnipeg.

One of the best ways to down community development is to undercut your competitor.

J. GITTINS, CHAIRMAN  
RACINE, WIS.

COMMITTEE

J. GITTINS  
H. B. DINNEEN  
H. BATES  
FINLEY P. MOUNT  
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H. B. DINNEEN, TREASURER  
MOLINE, ILL.

DENT PARRETT, SECRETARY  
CHICAGO, ILL.

1918

**National Tractor Farming Demonstrations**

A. E. HILDEBRAND, MANAGER

Salina, Kansas, Aug. 2, 1918.

July 29-Aug. 2

HART PARR CO.,  
CHARLES CITY, IOWA.

GENTLEMEN:--

We beg to report as follows on a brake horse power test today of your Hart-Parr 30 Tractor No 8693:

Length of test: 30 min. at constant load.  
Average Motor speed: 731.8 R.P.M.  
Average B.H.P. 31.13

RESPECTFULLY SUBMITTED:

*Oscar Vogoren*  
*C.K. Shedd*  
ENGINEERS IN CHARGE.

*A.E. Hildebrand*  
MANAGER OF DEMONSTRATION.

OBSERVERS:  
J.B. DAVIDSON  
R.H. JOSE  
C.K. SHEDD

I certify that the above test was made at 12.30 P.M. when Government thermometer was at 109 degrees in the shade and that at no time during this test was the temperature of water in the radiator over 175 degrees Fahrenheit.

*W.R. Spatnick*  
MANAGER HART-PARR SERVICE

**HART-PARR OF CANADA, LIMITED WINNIPEG and REGINA**





# STOP Being Content With "Skimmed" Profits!

**Y**OU net less profit than you **should**—and **could**—every time you sell a separator—if you are **not** a **Viking** dealer! The **Viking** allows you dealers the largest margin of profit of any recognized standard separator on the market to-day.

What's more, it sells faster every day **because** it is lower in price than any other standard separator, **because** it has greater capacity than any other separator of equal rating, and **because** it is the easiest operated and easiest cleaned separator ever perfected, and **because** it gets a higher percentage of cream than any other separator sold at any price.

Get the Cream of the Trade  
Get Fatter Profits—By Selling The

# VIKING CREAM SEPARATOR

*Over One Million In Use Throughout the World To-day*

Built in the World's Largest Separator Factory. Over 180,000 sold every year. Each one **guaranteed for a lifetime**. Each one scientifically constructed of finest Swedish iron and best quality tool steel.

The **Viking** to-day is the fastest selling separator in America. Its popularity is growing by leaps and bounds. The huge Viking advertising campaign now dominating every influential farm paper in America is bringing farmers into our dealers' stores by the thousands. Our 100% Dealer Co-operative Methods are helping them close record-breaking separator sales. Investigate what we can offer you. Write to-day for our dealers' proposition.

**Swedish Separator Company**

Dept. I, 507 S. Wells St.

Chicago, Illinois





## Factory Notes

The Madison Plow Co., Madison, Wis., is making important improvements, including the erection of a \$5,000 warehouse addition.

The Massey-Harris Company have secured land at King and

Stafford Streets, Toronto, for site for a new storehouse to be built at once.

The Minneapolis Steel & Machinery Co., Minneapolis, Minn., has broken ground for a one-story machine shop, 80 x 125 feet, to cost \$10,000.

The Verity Plow Co., Brantford, Ont., has let contracts for a \$30,000 addition to their plant at that city. Their product is sold in the Canadian west by the Massey-Harris Company.

For \$454,500 S. L. Allen & Co., Philadelphia, manufacturers of agricultural implements for garden and farm use, have acquired a five and two-story factory, now occupied by their works. The property, including two buildings, is about 245 x 270 feet.

At Brantford, Ont., the Cockshutt Plow Co. are making an addition to their power house. In the same city the Waterous Engine Works Co. will erect a \$16,000 addition to their factory, and Motor Trucks Ltd., have let contracts for \$32,000 for the erection of additional factory units.

The Anker-Holth Mfg. Co., of Port Huron, Mich., has organized and incorporated a Canadian

branch under the same name, with headquarters at Sarnia, Ont. The new company, capitalized at \$40,000, will make cream separators. The charter permits the manufacture of other farm equipment.

To make increased production possible at the Samson tractor plant at Stockton, Cal., two one-story brick buildings are nearly completed. One of these buildings, to be utilized as the assembling room, is 70 feet by 144 feet. The smaller building, to be the stores room, is 60 feet by 150 feet. Sixty Samson Sieve-Grip tractors are now being produced weekly.

Improvements, repairs and expenditure of \$175,000 are under way at the plant of the Waterloo Gasoline Engine Co., at Waterloo, Iowa. When completed the Waterloo concern will become one of the largest of its kind in the country. Seven hundred new employees are to be placed on the company's payroll. Two large buildings have already been completed, and the output of tractors and engines will be substantially increased. The plant now belongs to Deere & Co., Moline, Ill.

Reports from the United States show that the assembling plants of the Ford Motor Co. at Omaha and Dallas have been closed. Lack of materials resulting from the government's curtailing of metals is stated to be the cause of the move. Only six Ford assembling plants are now in operation in the States. Dispatches from Detroit show that more than 110,000 persons are waiting for Ford cars they have ordered but cannot get. The schedules of orders on file, as far back as June 15 was over 110,700. Since then it has increased considerably.

The Maxim Munitions Corporation, with headquarters at 120 Broadway, New York City, and manufacturing plants at New Haven and Derby, Conn., and Watertown, N.Y., has entered the tractor distributing trade with a tractor of its own—the Maxim. The Maxim tractor it is stated; has been thoroughly tested and standardized. It is of medium size, with two and three plow bottom capacity, suitable for use on farms up to 400 acres. The motor was designed especially for the machines, and uses the worm drive principle; has three speeds forward and one reverse, and selective transmission.

Before deciding that gas engine business is no good, be sure that the spark plugs of your enthusiasm are not fouled with the carbon of indolence.

### Emerson-Brantingham Purchases the Osborne Line of Harvesting Machinery

The Emerson-Brantingham Company, Rockford, Ill., announces the purchase of the Osborne line of harvesting machines from the International Harvester Co. This includes the complete line of harvesting machinery, grain and corn binders, reapers and mowers, and all fixtures and repair parts for same. C. S. Brantingham, president of the Emerson-Brantingham Co., says in the announcement regarding their new line:

"We have long felt the need of grain and corn binders to make the E-B line complete and enable dealers to procure their full requirements at one time should they so desire. We feel we are particularly fortunate to enter this field without loss of time in experimenting.

"No line of harvesting machines is entitled to greater confidence of the trade than the famous Osborne line, that has been well and favorably known by farmers for over fifty years."

For the coming year the Osborne line will be made at the Osborne plant at Auburn, N.Y. Pres. Brantingham says: "We have purchased the patterns, jigs, dies, templates—in fact, all equipment necessary for the manufacture of these machines, but have not purchased the plant, as we have a very fine, light, new building in connection with our Rockford plant that is splendidly adapted to manufacture of harvesting machinery."

The Emerson-Brantingham Implement Co. are represented in Manitoba by the Tudhope-Anderson Co., Winnipeg, and in Saskatchewan and Alberta by their branch house at Regina.

### Fordson Production Large

A report indicates that on one day recently the factory of Ford & Son, at Dearborn, Mich., produced and shipped 116 Fordson tractors, constituting a record for the plant. The average daily production is now 100. The capital stock of the company has been increased from \$1,000,000 to \$5,000,000. At the present time there are about 2,000 men employed manufacturing the Fordson tractor, and it is estimated that the yearly business of the company at present is about \$22,500,000.

In advertisements to the trade in England, the Fordson is stated to do the work generally done on the farm by three or four horses. Its price in Great Britain is \$1250 f.o.b. factory.

### "Eclipse" Windmills ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

#### Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited  
Saskatoon WINNIPEG Calgary

## The GRAY Tractor Sells on its Merit and its Record in the Field

Supply your customers with the most efficient four-plow tractor on the market.

**"With the Wide Drive Drum"** The Wide Drive Drum guarantees perfect traction under all weather conditions. All vegetation and growth is rolled flat, and the soil rolled and levelled, giving every plow a chance to turn a perfect furrow. Its weight of only 6200 lbs., is distributed over 6 feet of surface.

#### OTHER SPECIAL GRAY FEATURES

Turns in small radius, yet it has no differential—this takes away half your Tractor troubles. Has 3-point suspension frame. The only Tractor with the side arm hitch. All working parts are covered and run in Oil. Waukesha 4-cylinder Motor. Timken and Hyatt Roller Bearings—everything of the highest standard. Delivers 36 H.P. on the belt. Will operate a 28-inch separator and other belt driven machinery.



## Gray Tractor Co. of Canada Limited

307-309 Electric Railway Chambers, WINNIPEG

WRITE  
FOR  
BOOKLET

ALBERTA DISTRIBUTOR:

M. D. PEEVER, 24 Mason & Risch Block  
8th Avenue W., Calgary



## Lighting Plant Co. Locate in Winnipeg

The Unilectric Co. of Canada, formerly located on Jasper Ave., Edmonton, have opened Western Canadian headquarters in the Industrial Bureau, Winnipeg. They have appointed Guilbault's Ltd., Winnipeg, as distributors for Unilectric lighting plants in Manitoba, and will appoint distributors in Saskatchewan and Alberta in the near future.

These lighting plants are manufactured by the Unilectric

Corporation at Detroit, Mich., and have had great success in the United States, where several thousand are in use. They comprise a complete electric unit generating 110 volts, 660 watts capacity, and are designed for farm use. It is stated that the Unilectric plant supplies plenty light and power for all farm needs. It has no belts or batteries, but is a direct connected unit that starts and stops automatically by the pressing of a switch.

## A New Gearless Sheaf Loader

Bert Perry, a war veteran, recently showed a model of a gearless sheaf loader in Lethbridge, Alta. It is stated that this invention not only will handle hay, but has two special attachments for grain saving. One machine has been made and demonstrated in Alberta, where it is reported that the tests proved very satisfactory. The grain saving device is claimed to save ten bushels a day. The machine weighs only 1100 pounds

and can be drawn by one team of horses. The parts are all standardized so that they will be easily obtainable.

## Tractor Show at Coast

An exhibition of tractors and power farming machinery was held at Portland, Ore., Sept. 5, 6 and 7 under the auspices of the Portland Tractor and Implement Association, composed of manufacturers' representatives, distributors and large dealers in the state of Oregon.

## Cushman Dealers are Supported by an Aggressive Sales Organization and an Established Responsible Concern, Insuring Satisfactory Business

**THE DUAL GRAIN CLEANER and Separator has revolutionized Grain Cleaning methods. Let us tell how**



Four times the capacity of old type Mills of equal width

Made in Two Sizes : 24 and 32 inches wide

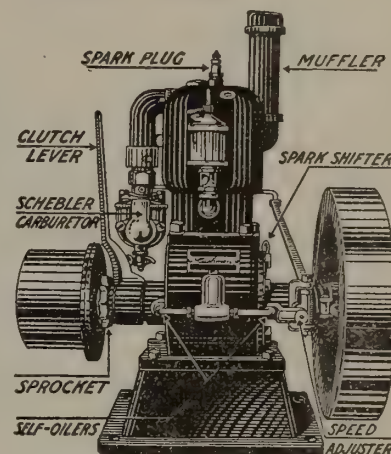
One run through this machine takes out all wild or tame oats, king heads, thistles, etc. Cleans all kinds of grain perfectly. Double screens and sieves give immense capacity and do perfect work in conjunction with the side shake combination blast and repeat system. The double gang and cut off system are exclusive features found in no other mill. Any desired portion of grain can be elevated and re-run, removing dockage to any desired degree. No separator made has more selling points. Write for literature and agency

**There's a Cushman Engine to sell for Every Farm Job**

Sizes 4 to 20 H.P.

### THE BEST ENGINE VALUE THE FARMER CAN BUY

Cushman Light Weight, High Power Engines are so well designed and built that they work more steadily and quietly than any other engine. Sensitive throttle governor assures economical operation. High tension, dual ignition system. Schebler carburetor. Forced water cooling. Double annular ball bearings. Automatic oiling device. Special clutch pulley furnished as regular equipment. Dealers, ask for full particulars of the Cushman Light Weight Engine. There is a size for every farm need. 4 H.P. weighs only 190 lbs.; 8 H.P. only 320 lbs.; 15 H.P. only 780 lbs., and 20 H.P. only 1200 lbs.



4 H. P. Cushman. Weighs only 190 Lbs.

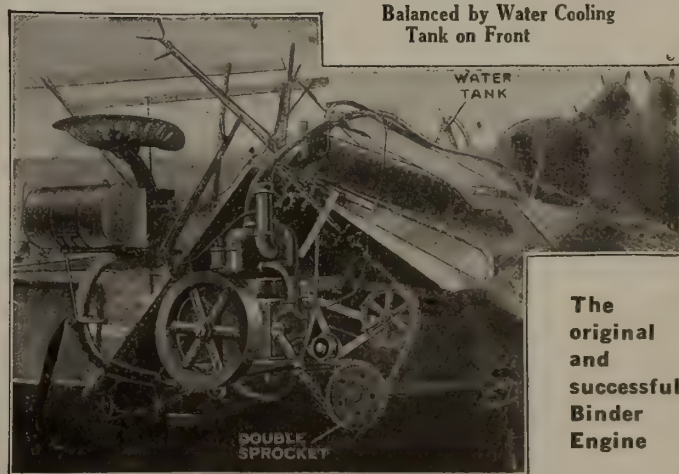
## CUSHMAN—The Real Binder Engine

Saves Grain

Saves Time

Saves the Binder

Saves the Horses



The original and successful Binder Engine

The same 4 H.P. Cushman Engine is the All-Purpose Farm Engine. It weighs only 190 lbs., and is easy to move around from job to job, yet even more steady running, quiet and dependable than most heavy engines.

## CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. **WHYTE AVENUE and VINE STREET,** Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

### THE CUSHMAN LINE IS COMPLETE

We are Exclusive Selling Agents for: Combination Threshing Outfits—Cushman Tractors—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn—Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—American Separators and Cleaners, etc.



### A Well Kept Repair Stock

The implement firm of Edwards & King, at Odessa and Kendal, Sask., is a model as regards the arrangement and system embodied in keeping repair stocks.

Mr. Edwards, who carries on the Odessa branch, is a firm believer in the maintenance of a good repair service. He considers this the fundamental necessity in carrying on a successful retail implement business. At the Kendal branch of the firm Mr. King exemplifies the



How Edwards & King, Odessa, Sask., Stock Repairs

same idea. The accompanying interior photograph gives some idea of the neat and orderly way in which repair display shelves are kept, shelves being used instead of the customary bins. We believe that many western Canadian dealers could profitably copy the method of stocking repairs used by this live firm.

Mr. Edwards has shown originality in the fact that his office is at the rear, and his repair stock and show room must be passed through and is the first thing which meets the customer's eye when going into the warehouse. During the busy season of harvest time, counters are erected along each side, and the samples are put out of the way, and Mr. Edwards devotes almost his entire time to the marketing of repairs.

Edwards & King report that farmers come to them for repairs from a radius of forty miles around the two towns where the firm are located. The territory is small, but that the firm are aggressive salesmen is evidenced by the fact that this year they ordered no less than ninety-six McCormick binders.

### U.S Investigates Costs in Retail Implement Trade

In the United States the Federal Trade Commission, in pursuing its enquiry into costs and sales methods in the implement industry, for the production of a report to the U.S. Senate has submitted a lengthy questionnaire to retail implement dealers. Dealers must fill the questions asked under legal penalty. The questions deal with costs to the dealer and farmer of twenty common implements, dealing largely with sizes, specifications and attachments, cash and time prices, etc. The report must be mailed and returned by a certain day under a penalty of \$100 for every

day over the stipulated date. For false entries a fine of not less than \$1,000, also a term of imprisonment are provided.

Among the questions asked are the following:

Are agricultural implements

and machinery furnished by manufacturers in 1918 more or less satisfactory to farmers than those furnished at any other time within the last five years?

Are sales to farmers made on longer or shorter terms than in former years, and how does this differ for different kinds of machines?

Have you any comment or criticism to make in regard to unfair business methods on the part of any manufacturer or wholesale or retail distributor of agricultural implements and machinery? If so, give particulars.

Give particulars, if there has been any change during the last five years, in the character of assistance given by manufacturers to dealers in respect to: (a) Setting up and demonstrating machines; (b) adjusting operating difficulties; (c) use of canvassers; (d) promptness in supplying machines and repairs; (e) time given for payment.

Did you prepare a profit-and-loss account for your business year ended in 1915? For your business year ended 1917? If so, attach copies thereof to this return.

Attach copies of your balance-sheets, if same were prepared, at the close of your business year ended in 1915, 1916 and 1917.

### Automotive and Accessories Exposition

The United States government, to say nothing of several state governments, and over 200 manufacturers and distributors of trucks, tractors, and automobile equipment, will have interesting exhibits of war-time essentials on the Municipal Pier at Chicago, September 14 to 21. The tractor allotment of space will be 780x68 feet or 42,000 square feet.

Thousands of progressive farmers, threshermen, implement

dealers, distributors and manufacturers will mingle at the exposition, getting ideas from one another, and taking home with them useful knowledge of war-time trucks, tractors and essential automobile equipment.

### Emerson-Brantingham Open Export Office in New York

The Emerson-Brantingham Implement Company of Rockford, Illinois, now has an export office at 66 Broadway, Manhattan Life Building, New York, with J. J. Marshall in charge. Mr. Marshall has been their European manager for the past two years and while in that capacity made his headquarters in Paris.

E-B interests in Paris are left in charge of Ira A. Hill, who will direct a competent force of traction engineers to look after the large quantity of tractors sold by the Emerson-Brantingham Implement Company to the English, French and Italian Governments during the past three years.

### Andrews Appointed Advertising Manager for Sharples

The Sharples Separator Co., West Chester, Pa., makers of the Suction-Feed Separator, announce the appointment of Dale E. Andrews to the position of advertising manager of the Sharples organization, taking effect September 1st. Mr. Andrews succeeds



DALE E. ANDREWS  
Advertising Manager, Sharples Separator Co., West Chester, Pa.

Astolf Levin, who has been advertising manager of the company for the past three years, a position which he filled with remarkable ability.

Mr. Andrews is a native of the middle West, and studied agricul-

ture and dairying at the Iowa State College of Agriculture at Ames. Before entering the Sharples organization some two years ago, he had been connected with a large agricultural publishing house in the West.

He is a well-known figure in advertising circles and an expert judge of dairy cattle as well as an authority on dairying. This promotion comes to Mr. Andrews as a well-earned reward for his services, and we are sure his many friends will be gratified to learn of his success.

### A Side-Hill Tractor

A side-hill tractor with a raising or lowering adjustment of 25 inches has been invented by M. Haupt of Spokane, Wash. The machine, which has a width of 5 feet 6 inches, is equipped with a 40 h.p. Stoddard-Dayton engine. One side can be raised or lowered with a lever in 12 seconds, it is claimed. The shifting gear keeps the machine straight up and down, so there is just as much weight on the upper wheels as on the lower, and keeps it from sliding. The machine is chain driven and can make from 3½ to 4 miles per hour. It is guided by the rear axle.

### Carriage Industry Busy

Despite the popularity of the automobile the carriage makers in the United States have been doing a large business. In a recent report the U.S. Carriage Builders National Association give some interesting figures relative to the industry in that country, as follows:

Total capitalization, \$16,437,564. Employees, 7,947. Wages paid last year, \$6,111,769. Jobs turned out in year, 265,640. Sales value for one year, \$24,941,247. Unfilled orders, 69,190.

### Binder Twine Use

The statistical service of the department of agriculture in Missouri recently conducted several tests to establish the actual amount of binder twine used per acre and the acre cost of twine. Based on the price of twine in the United States, the results are: Amount of binding twine used per acre: wheat, 2.11 pounds; oats, 2.19 pounds.

The average amount of twine per acre for a term of years is 1.88 pounds for wheat, and 2.20 pounds for oats.

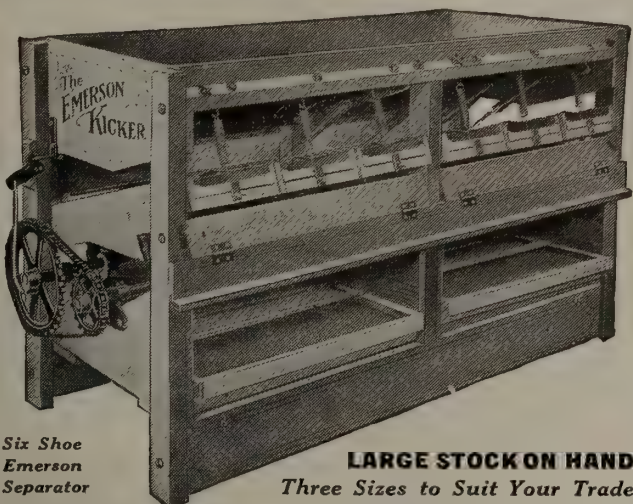
The 1919 cost of twine per acre at 24 cents per pound is 51 cents for wheat and 53 cents for oats.



## EMERSON MILLS

### The Most Efficient Grain Cleaners Sold

Get the Agency and meet the Fall demand for Emerson Mills. These mills out-class all competition by their splendid work.



Six Shoe Emerson Separator

**LARGE STOCK ON HAND**  
Three Sizes to Suit Your Trade

- No. 1. Elevator Wheat Tester or "Kicker"
- No. 2. Hand Separator; Capacity 22-30 Bus. per hour
- No. 3. Power Separator; Capacity 30-50 Bus. per hour

*The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and save ALL THE WHEAT.*

Here we show our six-shoe machine. Any small engine handles it easily. A big seller in any district. Emerson Mills absolutely guarantee your customers a clean product to sell, also perfect seed wheat, barley and rye. Thousands of these mills are in use.

**SECURE OUR CONTRACT NOW. WRITE FOR PRICES**

**EMERSON MANUFACTURING CO., LTD.**  
1425 WHYTE AVENUE WINNIPEG, MAN.

## A Real Money-Maker for Dealers

Get the Agency for the

## PARKER SAFETY HITCH

"The Tractor Plowman's Insurance"

**SELLS ON SIGHT**



The best safety hitch for tractor plows ever invented. One size only—adaptable to all kinds of plows, and from one to five bottoms. Strong, simple design; will last a lifetime. The turning of a wing nut allows operator to set the hitch to any load. When plow hits a stone or stump, the resistance immediately unhitches the load, eliminating all possibility of breakage and injury to implement. It also saves the engine from all jar and strain—an important feature.

You can sell this Parker Safety Hitch to every tractor owner in your district. One sold will sell a dozen. No hitch on the market is so safe and reliable. Public tests in Winnipeg on July 30 fully proved the remarkable efficiency of this hitch.

Write at once for our Attractive Discount to Dealers. You can make Big Profits this Fall selling the Parker Safety Hitch. Don't Delay. Place your Order NOW. Write

**MARTIN PARKER, Tyndall, Man.**

## The Testimony that Tells

# The LAUSON 15-25

DUST PROOF-ALL GEARS ENCLOSED

C. U. WILLIAMS & SON CO.  
Automobiles  
Bloomington, Ill.  
June 24, 1918.

John Lauson Mfg. Co.,  
New Holstein, Wis.

Gentlemen:-

We have never put a Lauson Tractor in the field that has done as well as one without any tinkering and does all that was promised for it and 50% more.

We believe that the Lauson Tractor is the highest efficiency and most perfect design ever made.

C. U. Williams & Sons Co.

T. G. YOUNG  
1000 First Street  
SEATTLE  
June 24, 1918.

John Lauson Mfg. Co.,  
New Holstein, Wis.

Gentlemen:-

To take this opportunity of writing you concerning the new Lauson Tractor is to me a real pleasure. The Lauson Tractor is doing in this country what it is capable of doing.

To those like this when the Lauson Tractor is used all farmers are getting as much as they can get. To us as distributors it is a real pleasure to see the Lauson Tractor in service wherever one is put into use.

T. G. Young

McKENNAN & TAYLOR  
FARM TRACTORS  
Eau Claire, Wis.  
June 24, 1918.

John Lauson Mfg. Co.,  
New Holstein, Wis.

Gentlemen:-

To enclose a few testimonials received from our customers is a pleasure. You will notice how the Lauson Tractor is doing in this country. It is a real pleasure to see the Lauson Tractor in service wherever one is put into use.

The Lauson has delivered the nearest to 100% of any tractor sold in this district and so time now when we have a prospect, that it means business every time.

McKENNAN & TAYLOR

**FIVE** progressive farmers near Calgary, Alberta, Canada—each one a LAUSON owner—report 28 consecutive days of operation without a break-down or repair of any kind required. This work represented plowing an average of 10 hours a day with three 14 inch engine plows. Continuous performance is what makes the LAUSON 15-25 the most sought after tractor agency.

Arrange to sell the line which fits the biggest percentage of farm tractor operating conditions. We claim superior performance for the LAUSON 15-25.

All gears are completely enclosed and run immersed in a bath of oil. It has twenty-four Hyatt and Timken roller and ball bearings to insure smooth running under difficult conditions.

It is built for 3 to 4 plow work at the drawbar and 25 H.P. work at the belt pulley. There is surplus of engine power to insure a generous margin above the rating. It is the kind of tractor which will work day and night—month in and month out—without being down half the time waiting on adjustments and repairs. Hundreds of satisfied customers from every part of the country will testify to this statement but we want to place the truth before you.

The LAUSON is sold at a fair price with liberal dealer profits.

LAUSON distributors are obliged to render uniform service to LAUSON dealers.

If such a close-working and time-proven organization appeals to you—one that is backed by twenty-three years' successful farm engine manufacturing experience—make sure to talk with us before you definitely contract for your Fall Tractor line.



## The John Lauson Mfg. Co.

328 Monroe Street

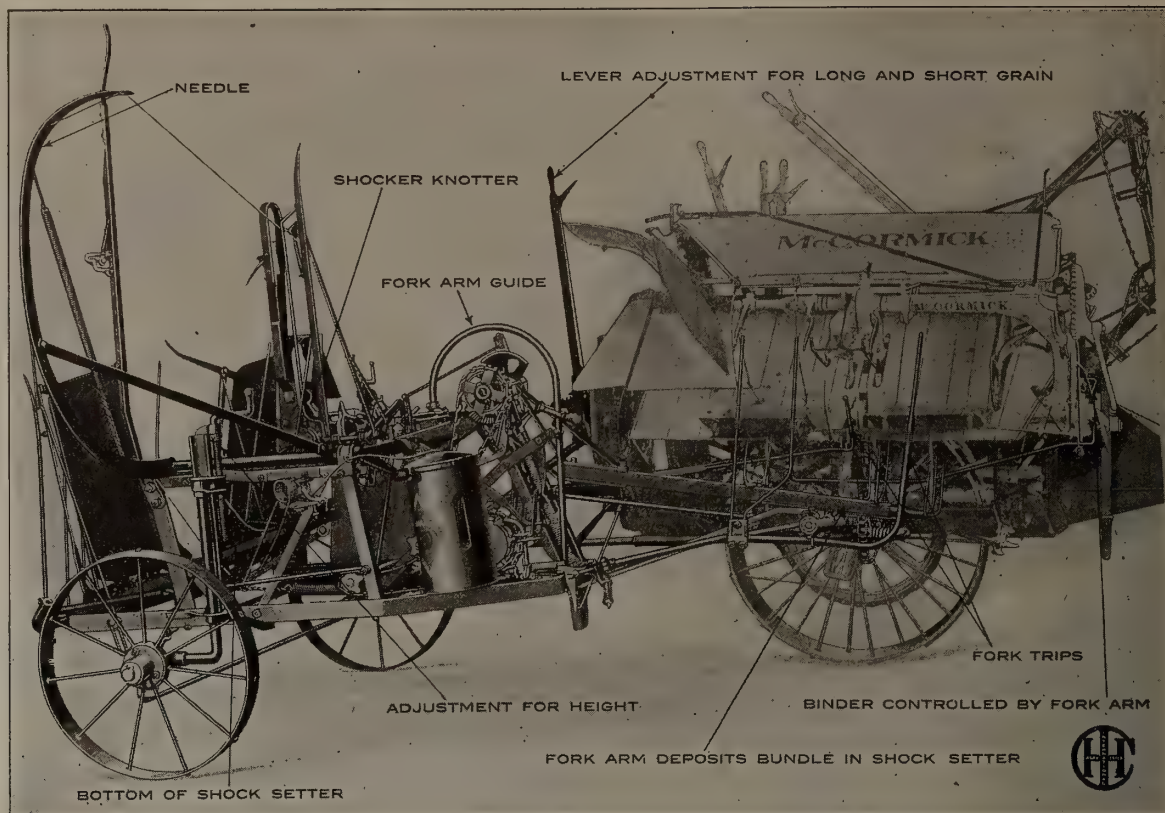
New Holstein, Wis.



### The International Grain Shocker

This year, for the first time, the International grain shocker for Deering and McCormick binders is being sold in the Canadian West. After twelve years of experimental work, the development of this remarkable machine is completed. In the years 1914-16 a few were tried out; in 1917 the International shocker did successful work when tested under greatly varying conditions. Thirty or forty of these machines have been in operation in harvest fields in Manitoba this year.

J. A. Tanner, manager of the Winnipeg branch of the harvester organization, accompanied by the editor of "Canadian Farm Implements," recently visited the Bailey farm at Marquette, where one of the International shockers was in operation. Attached to a Deering binder it was stooking barley, and did excellent work. A number of field experts are steadily following the work of the International shockers, and with the continual improvements gained by their experience, it is safe to say that at last the International Harvester Company have pro-



The New International Grain Shocker Attachment for McCormick & Deering Binders

duced a thoroughly practical and remarkably efficient stooker.

As the bundles are tied and discharged from the binder deck they engage a trip which through its connection with a clutch finger permits the shaft to connect with a sprocket for a complete movement of the fork, the fork being raised from its position at the right time to bury its tines in the bundle just discharged and carry it to the shock setter. This movement shells little or no grain, because the top of the bundle is moved very little. It is the butt of the bundle which describes the big arc.

As the fork moves back and forth it carries the bundles to two positions in the shock setter, alternately depositing a bundle first on one side and then on the other with the butts spaced and the tops overlapping, making a sort of wedge-shaped shock. These movements of the fork continue until there are enough bundles in

the center to make the size shock for which the shocker is adjusted, then a trip is operated automatically. Operating the trip lifts a latch and permits the knotter shaft to rotate, which in turn operates the compressor arm and the needle, causing them to compress the bundles and tie them together. The knotter used here is much the same as the McCormick grain binder knotter.

The shock setter is wider at the rear than at the front to assist in making shocks that will stand well when discharged. It is provided with an inclined bottom which is pivoted, permitting it to tilt to the rear and discharge the shock after it is compressed and tied. The arm under the shock setter has a roller at the end which comes in contact with the shock setter bottom.

This arm is rocked in such a way as to tilt the bottom of the shock setter with a quick movement, which sets the shocks squarely

upon the ground, making a neat compact shock. When the shock setter tilts to discharge the shock, two tines spread the butts of the back and corner bundles to give the shock a substantial base. While the shock is being compressed, tied and discharged, the fork is held inoperative. The discharge arms of the binder are held inactive when the fork is carrying the bundles to the shock setter or returning.

In long grain, it is necessary that the shocker and binder be raised high, in order to maintain the normal length of bundles, and to place the bundles farther back in the setter. Raising the shocker moves the setter rearward automatically, in relation to the binder. On this grain shocker the device for raising and lowering the shocker moves the setter forward or rearward, so that when the shocker is adjusted to the proper height for the grain, the setter is automatically adjusted to the proper relation with the binder, so that the range of the shifting lever is sufficient to set the shocks properly.

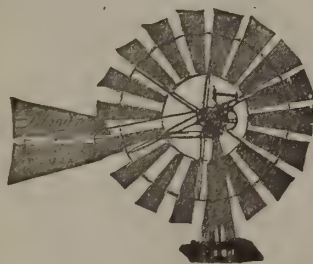
The shocker is driven from the crank shaft of the binder so that the power is steady and uniform. The draft connection is such that the shocker is free to move independent of the binder when passing over uneven ground, although it is always in the correct position to receive bundles. This is due to a universal joint and sliding telescopic connection which makes it possible for the shocker to assume almost any position without interrupting the transmission of power.

## ATTENTION! YOU KNOW IT'S A FACT

Wind is the cheapest power available for pumping. The MANITOBA Line of Steel and Wooden Wheel Mills gives a complete assortment. New Prices just out. Get the Agency.



10-ft. Vaneless Direct Stroke Wooden Wheel Mill, with 5½-ft. Girted Galvanized Steel Towers.

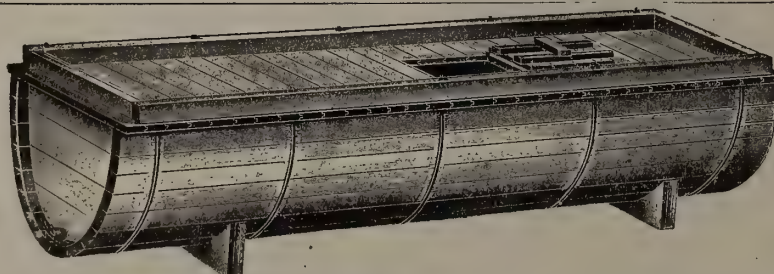


5-ft., 8-ft. and 10-ft. Steel Back Geared Mills with Galvanized Steel 5½-ft. Girted Towers.

**Manitoba Engines Ltd.**

Phone 2943

BRANDON, MAN.



**TANKS ALL SIZES ALL KINDS**

Large Stock always on hand. Send for descriptive circular and prices.

WE ALSO MANUFACTURE THE

**"Webber Cleaner and Separator"**

The Most Perfect and Fastest Fanning Mill on the Market

AGENTS WANTED where we are not already represented

**CURRIE MANUFACTURING CO. Lauder, Man.**



## Hitch the FORD-A-TRACTOR To Your Business!



### GUARANTEED TO DO THE WORK OF FOUR GOOD HORSES

The Ford-A-Tractor on a car will do what some light tractors cannot do as regards bar pull developed. Steel construction throughout. Fully enclosed gears run in dust-proof oil bath. Shock absorbers. Strong steel wheels and specially tempered, machine cut steel pinions. The W.D.C. Cooling System changes water in the cylinder jackets six times a minute. The engine cannot possibly overheat. Price only \$240. We still want a few live agents. Get our money-making proposition.

#### K.M.C. TRANSFORMER

The only transformer guaranteed to successfully burn kerosene in Ford cars—AND DOES IT. Gives 20 per cent more power—50 per cent increase in mileage and 100 per cent saving in fuel cost. Write for full particulars.

### J. D. ADSHEAD CO.

Head Office: Winnipeg, Man.

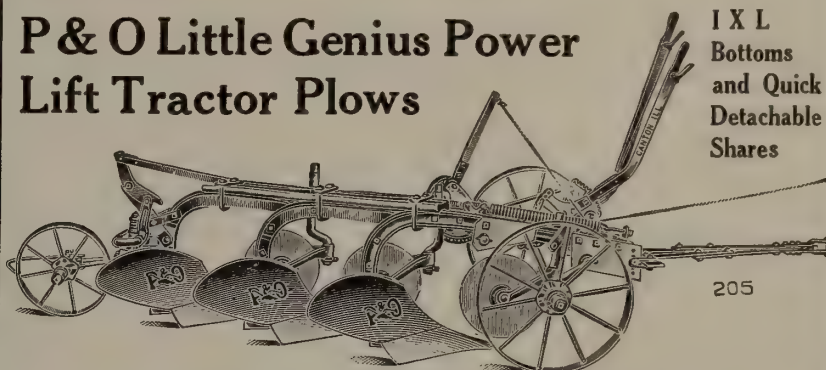
Alberta Branch: 117 10th Ave. E., Calgary



## A Field Record that Guarantees Efficiency

The field record of the P & O Little Genius is a record of continuous success—of 100 per cent plowing efficiency. Whatever tractor you are selling, it will give better service, and greater permanence to your tractor business if you sell the P & O Little Genius for use behind it. Tractor demonstrators are always glad to pull the P & O Little Genius, because they have learned that it gives them every chance in the world to make good. But the best proof in the world that the P & O Little Genius is the plow you should sell is the mass of testimony we have received from satisfied users in all parts of the country. The Little Genius field record guarantees efficient service.

### P & O Little Genius Power Lift Tractor Plows



I X L  
Bottoms  
and Quick  
Detachable  
Shares

Made by PARLIN & ORENDORFF CO., Canton, Ill., U.S.A.

### International Harvester Co. of Canada, Ltd.

SALES AGENTS FOR CANADA

WINNIPEG BRANDON REGINA SASKATOON NORTH BATTLEFORD  
YORKTON ESTEVAN CALGARY EDMONTON LETHBRIDGE



### Largest Manufacturers of Bob Sleds in the World

Woodstock Sleighs offer your customers the maximum in value and service. Our Western Canada Sleighs are equipped with 2, 2½ and 3-inch steel or cast shoes. Short tongue or cross chain coupling as desired. Heavily ironed—large dimension thoroughly seasoned wood. Oak runners, oak pole, maple and birch benches and bolsters. Best grades of paint used. Attractively striped and finished. Ask for full particulars.

### Handle the Woodstock Line

WESTERN REPRESENTATIVES:

BERT CONWAY, Box 33, Regina, Sask. DAVID SMITH, 312 17th Ave. West, Calgary, Alta.

MANUFACTURED BY

The Woodstock Wagon & Manufacturing Co., Ltd. Woodstock, Ont.

## WOODSTOCK Wagons and Sleighs

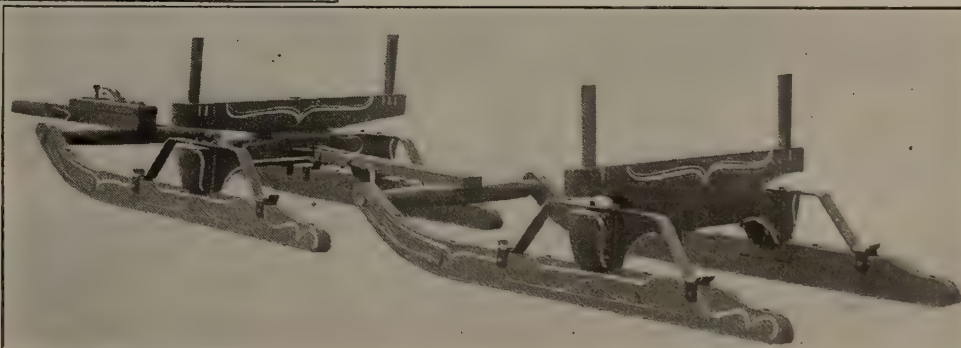
### Business Builders for the Dealer

For 24 years the Woodstock line has been the standard of quality. Our wagons have a Dominion-wide reputation for easy running, best grade materials, perfect construction and excellent finish. Built for service and reliability. Woodstock reputation and our guarantee backs every wagon sold.

### Get and Hold the Trade

A full line of Farm Wagons in all sizes. Our Standard Western Wagon meets any competition. You cannot sell a better wagon. The Woodstock Special, Western and Regular, light two horse and heavy teaming wagons give the dealer a size and type for every possible demand. Investigate our line—Now.

Literature and Prices Mailed on Request





### Canadian Manufacturing in War Time

The development or decay of towns and cities largely depends upon the manufacturing which goes on in the individual centres. There are in any comparatively new country two distinct types of city—the industrial center and the “warehouse” center. In the former we have busy factories employing many hands, a large population and a good market for the products of both farm and factory. Money is made locally and spent locally and the city and surrounding country benefit thereby. With the “warehouse” type of city, manufacturing has been insufficiently developed; the large proportion of the business houses are merely branches where a wholesale trade is carried on and where goods received from the manufacturing cities, are broken up into retail lots and shipped to the smaller towns to serve their respective territories. In this type of city it is obvious that less help is needed and the population is correspondingly smaller. The money which is paid for goods is in large measure passed on by the wholesale organizations to their manufacturing headquarters. The demand for farm products is less owing to the smaller population. In many ways manufacturing is the backbone of prosperity in a country and coupled with agriculture is the financial foundation for natural prosperity.

In Canada manufacturers have contributed largely to the furnishing of men for military service. Without factories and businesses we would not have had the population to supply military needs. Manufacturers have also been called upon to assume considerable burdens of taxation, have contributed well to all patriotic funds and have subscribed liberally to the various war loans. Further, in the vast majority of instances, it is pleasing to note the way in which the various industries have done their best to employ returned soldiers who re-enter civil life.

While Canada is an infant nation so far as manufacturing goes, it must be conceded that the Dominion has developed for war purposes a resource of manufacturing ability of which the world conceived we were not capable as a nation. Before the war very few men would have believed that Canada could produce munitions, aircraft and shipping as she has done, also countless other lines which we had of necessity to develop in a manufacturing sense.

# CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE  
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION  
AND  
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER  
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF  
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY  
Established in 1904 and Published Monthly by  
**Canadian Farm Implements, Limited**  
STOVEL BUILDING WINNIPEG, CANADA

SUBSCRIPTIONS  
\$1.00 per year in Canada: Foreign \$1.25 per year Single Copies, Ten Cents

ADVERTISING  
RATES MADE KNOWN ON APPLICATION  
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE  
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association  
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, SEPTEMBER, 1918

As regards the manufacture of agricultural implements, some figures on the industry in Canada may be of interest. There are at the present time approximately 160 firms in Canada making one or more lines of agricultural implements, not including many agricultural implement manufacturers who make other lines as well. This does not include companies subsidiary to or dependent on the agricultural implement industry. The number of agricultural implement plants proper is 60, total capital employed, \$60,000,000, total wages and salaries \$7,000,000, estimated number of people directly and indirectly dependent upon the implement business 40,000 to 50,000.

Without in any way entering the political side of the question, which we have no interest in; the statement of the Canadian manufacturers as regards the removal of duty on agricultural implements is of interest. They claim that with the removal of duty on implements and from the raw materials entering into the manufacture of such implements, a few of the larger concerns might still live on account of their large foreign export business; yet as they purchase millions of dollars worth of supplies of all sorts from other manufacturers in Canada, all such secondary concerns would be adversely affected immediately, and there would be it

is claimed a general weakening and tearing down of a large portion of the industrial fabric of the Dominion.

Figuring the total duty paid on agricultural implements in 1916, and taking the total value of the property of the farmers throughout Canada, it means about 3½c. for every \$100, or in other words a farm valued at \$10,000 would pay on the average annually \$3.50.

While our tractor manufacture has not attained very large proportions in the Dominion as yet, the removal of the duty on certain classes of tractors is held by the manufacturers to be a step which greatly injures that branch of the industry, at least for the present. In the various economic views held upon manufacturing in Canada, the divergence of opinion between agriculture and industry is to be regretted from the standpoint of national unity.

### Bob Sleds Next for the Axe

The National Implement and Vehicle Association in the United States called a meeting of manufacturers of bob sleds, at Chicago on Sept. 4. The sled makers considered standardization and eliminations in their lines in conformity with the government's request for cutting out unnecessary variety in sizes and styles of equipment.

### The Ultimate Tractor Dealer

Now that there is a possibility of the “cream” being taken away from the automobile industry, because of the cessation of quantity production in that line, we meet many prophets who are loud in their opinion that the tractor selling and distributing business, lock, stock and barrel, will be grabbed by the automobile interests. They state, cheerily, that the implement dealer as a factor in the sale of tractors will be eliminated—that automobile distributors will all handle tractors, and that the automobile dealer and garage man will be the logical tractor supply center of any community within a very short time.

Quite apart from the fact that already many farm machinery dealers handle both implements and automobiles, especially in Western Canada, there are a few facts that will show the flaws in this idea of the transference of tractor merchandising to the automobile dealer.

The average automobile man who is not already an implement and tractor dealer does not know farm machinery operations. He knows nothing about belt driven farm machinery and less about the amount of power required for same. He is unfamiliar with the application of tillage tools to fields and soils—and he does not know what the farmer demands and expects from a tractor, or what he considers tractor “service.”

The implement-tractor dealer has been in the tractor business through all its development. He knows how to repair and adjust the tractor, and understands what the farmer requires of it. He can suggest the size and type best suited for his customers' requirements, and has an intimate knowledge of what a tractor will have to do in the surrounding territory. He handles tractor implements and can intelligently advise and suggest to the farmer what tractor or combination of machines will be most profitable for him. His years of experience with implements, farm work, tractors, and possibly automobiles, puts the implement dealer in a position to most intelligently and successfully sell tractors, as well as render the right kind of tractor service.

Assuming that the “jobless” automobile agent makes competition for selling rights and sales territory in the tractor business, the tractor is, and will be, a farm machine. The implement dealer is the one logical man to handle it locally. There may be cases



where the automobile man has taken on a tractor and made good, but on the other hand how long did he remain an automobile man? He cannot sell tractors only; he has to handle tractor implements as well. In a very short time such men either cease to be automobile dealers, or the automobile business becomes a side issue and they very rapidly become mainly implement and tractor dealers. Instead of the automobile game absorbing the tractor business, the automobile takes second place, and the dealer gives his greatest attention to the implement lines he must of necessity handle as an essential with the tractor he handles.

### U.S. Automobile Industry to Get on War Work Basis at Once

The makers of passenger automobiles in the United States recently voluntarily agreed to curtail the production of passenger cars by 50 per cent. In consideration of this offer the U.S. War Industries Board states in a communication to the manufacturers:

"While this is clearly a step in the right direction and furnishes a basis for each and all of the manufacturers, without further delay, to make appropriate reductions in selling, general and overhead expenses, still it is only a step, and further curtailment is inevitable. Fairness to your industry impels us to state frankly that the situation as it is presented to us indicates very clearly that there will be little, if any, of the principal materials required in the construction of passenger cars available for non-war industries after the war requirements shall have been provided for."

The board will make no promise to U.S. automobile manufacturers regarding the supply of steel, rubber or other materials for any definite period in advance. They strongly urge all makers of passenger cars in that country to get on 100 per cent war work as soon as possible, and not later than Jan. 1, 1919, for in no other way can the continuance of the industry be assured.

For the quartermaster corps of the U.S. army the war department in that country up to July first has purchased 27,005 auto cycles, 25,874 side cars and 8,809 ambulances. At that date there were already overseas 4,308 one ton motor trucks; 5,703 1½ ton trucks; 7,987 3 to 5 ton trucks and 3,420 passenger cars. During July the department had 4,797 trucks delivered, in August 4,355 and in September will have 4,448 trucks delivered.

The War Industries Board set forth that trucks are a war essential and all makers will get priority as regards fuel. Any manufacturer of trucks, whose plant has been absorbed by the government for war work, or will be, will get a class B-4 rating for steel requirements.

The board also state that the demand for iron and steel are such that no guarantee can be given the motor truck or any other industry that its steel requirements will be met. Members of the motor truck industry will, however, be accorded preferential treatment in procuring supplies of fuel, iron and steel.

### New Manager for E-B Company at Regina

It is announced that E. J. Benedict, the well-known manager of the Emerson-Brantingham Implement Company, at Regina, has resigned, and will return



E. J. BENEDICT

Who has resigned management of Regina branch of E. B. Company

to the United States, where he expects to enter business for himself. He will be succeeded as manager of the E-B. interests by H. E. Grebe.

Mr. Benedict, who is one of the best known implement men in the Canadian West, started his career in the farm machinery business with the Nichols & Shepard Co. of Battle Creek, Mich. Some seven years ago he went with Reeves & Company, and acted as manager for them at Winnipeg, subsequently becoming manager for the Emerson-Brantingham Company when the Canadian headquarters of the organization were in Winnipeg. When the business was removed to Regina, Mr. Benedict was transferred to that city, at which he has direct-

ed the management of the company's business with marked success. In 1917 the Regina branch won the branch house trophy, a cup presented to the branch house doing the largest business by the parent company at Rockford, Ill. In severing his long connection with the farm machinery business in Western Canada, we wish Mr. Benedict the best of luck in whatever business venture he may engage. His many friends throughout the West will join with us in this sentiment.

In welcoming Mr. Grebe to Western Canadian territory, we feel sure that he is eminently fitted by experience and executive ability to fill the important post of manager of the Emerson-Brantingham interests at Regina. Mr. Grebe started with Reeves & Company some twelve years ago, in the capacity of bookkeeper in their home office, at Columbus, Ind. Back in 1908 he was transferred to fill an important position at the branch at Des Moines, Iowa. In 1916 he was appointed manager of the Emerson-Brantingham branch at Sioux Falls, South Dakota, which position he occupied until his recent transfer to the management of the Regina branch of the Emerson-Brantingham Implement Co. His past record assures his success in the responsible position which he now occupies.

### Wheat Prices for 1918

The Board of Grain Superisors has fixed the price for the 1918 wheat crop at \$2.24½. This is 3½ cents over last year's price and covers the higher freight rates. Prices shown below are effective until August 31, 1919:

The price of wheat from August 26, 1918, to August 31, 1919, shall be:

No. 1 hard, \$2.24½; No. 1 Northern, \$2.24½; No. 2 Northern, \$2.21½; No. 3 Northern, \$2.17½; No. 1 Alberta Red Winter, \$2.24½; No. 2 Alberta Red Winter, \$2.21½; No. 3 Alberta Red Winter, \$2.17½. Prices are basis in store terminal elevators at lake heads.

In Ontario, price of No. 2 grade is \$2.26 in store, Montreal. Premium on No. 1 is 3 cents, and discount on No. 3 is 4 cents per bushel. Prices set for wheat grown in British Columbia are: No. 1, \$2.20; No. 2, \$2.17; No. 3, \$2.13.

Low grades—Prices on No. 4 wheat, \$2.11½; No. 5, \$1.99½; No. 6, \$1.90½. Basis in store at terminal elevators.

No grade, tough, No. 1 Nor., \$2.18½. No grade tough, No. 2, \$2.15½. No grade, tough, No. 3, \$2.09½.

### Personal

J. M. Scoobie is the name of a new harness dealer at Vulcan.

Rockenback & Tregloom are new automobile dealers at Wrentham.

W. W. Ferguson is discontinuing his harness store at Tofield.

R. A. Brotherston has discontinued his automobile business at Stanmore.

The Central Garage, Calgary, recently suffered considerable loss through fire.

F. W. Singleton is the proprietor of a new automobile business at Melita.

L. Choquette has opened an automobile accessory and repair business at Leask.

The Albert Van & Wagon Works is a new carriage building concern at Regina.

The Gardiner-Buchanan Motor Co. at Saskatoon has discontinued business in that city.

Bennett & Myers, auto dealers at Woodrow, have sold out to the Woodrow Garage Co.

L. H. Skapple, a harness dealer at Loverna, has discontinued business at that point.

The Sullivan-Taylor Motor Co., Vancouver, have sold out to Standard Motors Ltd.

David Wood, Ltd., is the title of a new implement business recently started at Teulon.

Gray Brothers, hardware and implement dealers at Viceroy, have dissolved partnership.

J. C. Armitage has bought out the harness business at Colonsay formerly owned by Hans Hanson.

J. McNamara, harness dealer at Gravelbourg, has sold out to a harness man named Peter Bolans.

The Western Import Co., are a new concern carrying on business as manufacturers' agents in Winnipeg.

The Stuart Machinery Co., Winnipeg, has been sold to the A. R. Williams Machinery Co., in this city.

Plaxin Bros., farm equipment dealers at Buchanan, recently suffered through fire on their premises.

A. E. Peltier has commenced business as an implement dealer at Debden, where he hopes to do a good trade.

The garage of J. W. Russell, at Retlaw, was recently burned out. Loss was partially covered by insurance.

Murray & Chambers, harness dealers at Cabri, have dissolved partnership in their business at that point in Saskatchewan. L.



R. Chambers continues the business.

G. G. Bullis, Regina, vice-president and manager of the Saskatchewan Motor Co. in that city died recently.

Long & Hanson, automobile dealers at New Dayton, have sold out their business at that town to C. H. Greene.

Gordon McRae, who has carried on an auto business at Stavely for some time, recently sold out to Edwards & Lunville.

J. Grierson, sales manager of the Winnipeg branch of the Cockshutt Plow Co., took a well merited holiday during August.

Legget & Rose, auto and implement dealers at Markinch, have sold out their interests at that point to the Markinch Motor Co.

The Western Tractor Co. is a new tractor concern recently incorporated at Moose Jaw. The company is capitalized at \$20,000.

McDonald & Ingram, is the name of a new firm who are carrying on operations as implement dealers and contractors at Neelin.

A new concern recently incorporated at Regina, is known as the Cleveland Tractor Service Co. The capital of the organization is given as \$20,000.

D. S. Anderson an automobile dealer at Morse, has taken a partner into the business, which will now operate under the title of Anderson & Nichol.

The Robt. Bell Engine & Thresher Co., Winnipeg, have been granted a permit for the erection of a warehouse which will be built at a cost of around \$10,000.

John Harrison has joined the forces of the Parrett Tractor Co., of Chicago, and will have charge of the advertising and publicity work of that corporation.

J. Gibney, manager of the Minneapolis Steel & Machinery Co.,

Winnipeg, recently paid a visit to the head office and factories of his organization at Minneapolis.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, recently spent a few days in Fargo, N.D. Mr. Donovan reports business good.

We regret to note the death of Kennedy, of J. W. Steele, head of the firm of J. W. Steele & Co. The late Mr. Steele was well-known in that territory and highly respected.

H. E. Hamilton, the popular implement dealer at Unity was a recent business visitor to Winnipeg where he called on the wholesale trade and arranged for the delivery of fall goods.

The Turner Tractor Sales Co. was recently incorporated at Winnipeg. This company will handle the Turner Simplicity tractor, manufactured by the Turner Mfg. Co., of Port Washington, Wis.

Joseph Neilly, the popular manager of the Huber Manufacturing Co., at Brandon, was a recent business visitor to Winnipeg. Mr. Neilly reports business as quiet owing to harvesting.

A new tractor selling organization recently incorporated in Victoria is known as the Pacific Tractor Co. They will handle tractors of a size adapted to the needs of British Columbia territory.

McElhinney & Foresman, who formerly carried on an implement business at Maple Creek, have dissolved partnership at that point. Ralph McElhinney will in future carry on the business alone.

H. F. Anderson, manager of the Tudhope - Anderson Company, Winnipeg, left early in September for Minneapolis, where he will visit the state fair. He will then proceed to Rockford, Ill., where he will spend some time at the headquarters of the Emerson-

Brantingham Company, which concern is represented in Manitoba by the Tudhope-Anderson organization.

J. A. Tanner, manager of the Winnipeg branch house of the International Harvester Co., has that "holiday feeling," but states that business is so good that he cannot get away from his desk for a day on end.

R. A. Morris, implement dealer at Davidson, has taken a brother as partner in the business—now carrying on as Morris Bros. The firm are now running a garage and automobile business as well as the implement warehouse.

Frank Nilan, manager of the Northern Implement Co., Winnipeg, recently paid a visit to the factories of the Interstate Tractor Co., at Waterloo, Iowa, where Plowman tractors, handled by the Winnipeg organization, are manufactured.

E. A. Kemp, sales manager of the Winnipeg headquarters of the Canadian Fairbanks-Morse Co., is enthusiastic over the Wallis tractor, now being distributed by his company. Mr. Kemp reports an exceptionally good demand for this line.

Clarence H. Chapman who joined up with the 27th Batt. and left Winnipeg with the 184th Batt. was recently awarded the Military Medal for conspicuous bravery in action. He was formerly an employee of the Cockshutt Plow Company, Winnipeg branch.

A. Y. Bartholomew, one of the sons of J. B. Bartholomew, president of the Avery Co., has been appointed assistant sales manager at the Avery plant at Peoria, Ill. Mr. Bartholomew was formerly sales manager of the Bartholomew Co., Peoria, Ill., manufacturers of the Glide automobiles.

The last week in August E. B. Sawyer, president of the Cushman Motor Works, of Lincoln, Neb., paid a visit to the Winnipeg headquarters of his company. Mr. Sawyer reports a good demand for Cushman engines in all sizes. The Cushman factory is exceptionally busy at present.

A. E. Hildebrand, manager of the national tractor demonstration and known to perhaps a larger number of persons than any other one man in the tractor industry, has been appointed to the staff of the Campbell-Ewald Co., Detroit. Mr. Hildebrand was until recently connected with the Twentieth Century Farmer, Omaha.

A large number of Canadian visitors were present at the National Tractor Demonstration at

Salina, Kansas. Among these were the following:—John Muir, of the Goold, Shapley & Muir Co., Brantford, Ont.; D. H. Palmer, general manager of the Sawyer-Massey Co., Hamilton, Ont.; also T. H. Drummond and G. P. McEwing, of the Sawyer-Massey organization.

We are sorry to note that David Drehmer, manager of the John Deere Plow Co., Winnipeg, is still suffering from the effects of the accident he sustained at Brandon Exhibition, when his arm was badly broken. He has had a good deal of pain, and the forced inaction is a hard job for Mr. Drehmer to put up with. We trust that soon he may be able to return to his desk.

We regret to note that J. W. Ackland, president and general manager of D. Ackland & Son, Winnipeg, has not been in the best of health recently. Mr. Ackland intends to go south to the States for a time to see if the change will result in an improvement in health. We trust that soon he will regain his usual fit and energetic condition and that the rest will do him much good.

We believe that A. J. Mumford, sales manager of the Happy Farmer Company, Winnipeg, gets a good deal of that successful "follow up" idea he uses in selling tractors from his expertness in the "follow through" in driving golf balls on the Norwood golf course. Some men are golfers by necessity. Bro. Mumford lives where he looks out on the course. Hence the inoculation.

W. A. Warren, assistant manager of the Minneapolis branch of the J. I. Case Plow Works, recently paid a visit to Edmonton, Calgary, Saskatoon and Winnipeg. In an extended tour of the West, Mr. Warren reports the wonderful benefit to the crops following the rains in August. He expects a heavy demand this fall for Wallis tractors and J. I. Case plows from Western Canadian territory.

During the absence of F. N. McDonald, western sales manager of the Canadian Briscoe Motor Co., with headquarters at Winnipeg, who is at present on his honeymoon, M. E. Madson, traveller for the company in Saskatchewan, Alberta and British Columbia, took charge of the selling end of the business. Mr. Madson reports the demand for Briscoe touring cars and roadsters as excellent.

Jacob J. Dauch, founder and head of the Dauch Mfg. Co., Sandusky, O., was killed in an automobile accident near Huron, O., August 15. Mr. Dauch was the

**MAX**

**Wagon Oil Tank**

**BUILT TO LAST AND GIVE  
SATISFACTORY SERVICE**

One Piece Construction  
All Seams Welded  
Faucet  
Capped Filler Hole



WRITE TO-DAY FOR FULL PARTICULARS AND PRICES

**Winnipeg Ceiling and Roofing Co., Limited**

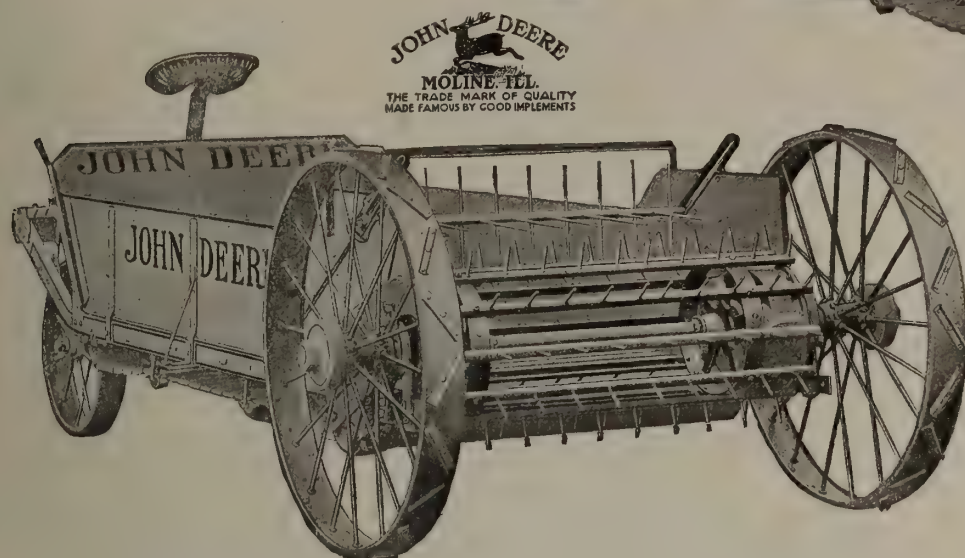
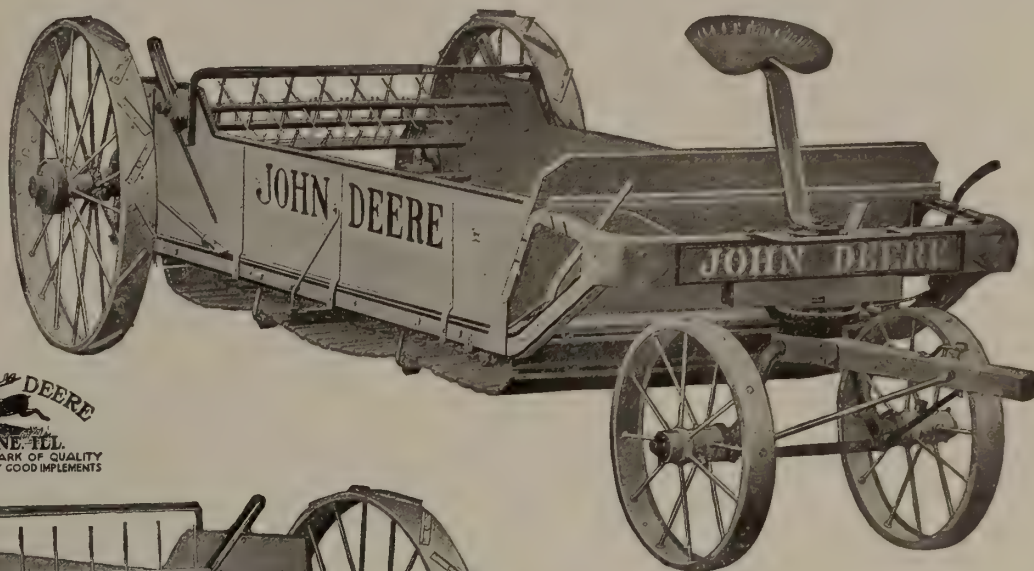
Makers of Max Stock Troughs, Tank Heaters, Oil Barrels, etc.

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Winnipeg, Man.



# THE . . . JOHN DEERE SPREADER



JOHN DEERE  
MOLINE, ILL.  
THE TRADE MARK OF QUALITY  
MADE FAMOUS BY GOOD IMPLEMENTS

150 castings less than  
are found on any other  
.. Spreader ..

◆ ◆ ◆  
**LIGHT DRAFT**

**The simplest in construction**

THE "HIP HIGH" SPREADER (EASY TO LOAD) WITH THE BEATER ON THE AXLE

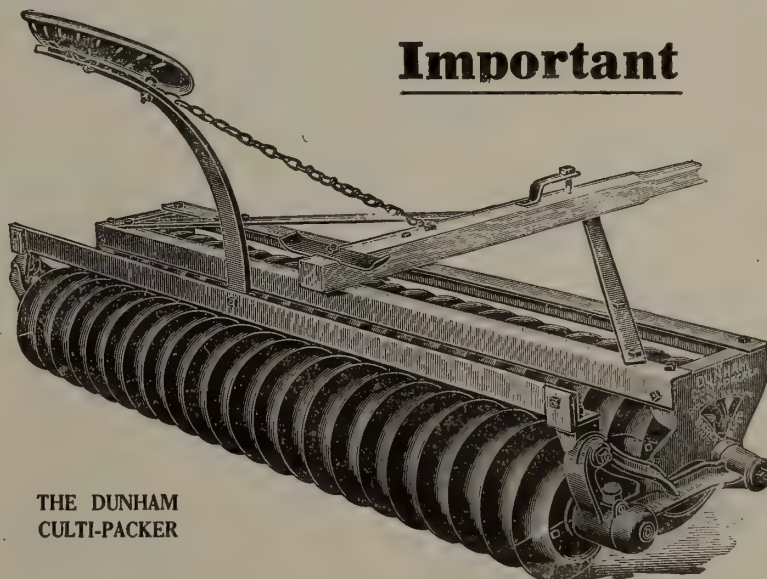
**Mr. Dealer:**

*Do you realize that the John Deere Spreader is in a class by itself: that the basic principle, mechanical construction, and finish is not equalled by any spreader on the market to-day; neither is there a straight-away spreader on the market that will do so efficient work or on which the spread is more even and the draft more uniform, which are the essential features desired in a Manure Spreader; that the even distribution of plant food and humus is what produces an even and increased yield per acre; that this increased yield is what is needed to aid our Allied Nations in this year of need?*

*Every customer you have should be posted on these facts and you are the man to do it. Be the spreader man in your District—and reap the profit.*

## THE GENUINE DUNHAM CULTI-PACKER

Is what its name indicates, a Cultivator-Packer. Something new! A bread winner for the Farmer and also for the Dealer who secures them as part of his line. Get a sample machine.



THE DUNHAM  
CULTI-PACKER

**Important**

**MORE WHEAT  
LESS LABOR**

**Seven Machines in One**

We have a stock  
at our several  
Branch Houses.

Write for Booklet "Soil  
Sense," which tells all  
about it.

**Get a Sample Machine**

# JOHN DEERE PLOW CO., LIMITED

Branch Houses

**WINNIPEG**  
Man.

**REGINA**  
Sask.

**SASKATOON**  
Sask.

**CALGARY**  
Alta.

**EDMONTON**  
Alta.

**LETHBRIDGE**  
Alta.



leading manufacturer of Sandusky. He was president of the Hinde & Dauch Paper Co., a \$5,000,000 concern, operating seven factories in the United States and Canada, and also president of the Dauch Mfg. Co., which manufactures "Sandusky" tractors.

Announcement is made by President Rollin H. White, of The Cleveland Tractor Co., Cleveland, Ohio, of the appointment of R. T. Hodgkins as general sales manager. Mr. Hodgkins, prior to making this new connection, was for a number of years head of the sales organization of the hoisting machinery department of the Yale & Towne Manufacturing Company, New York City, and for the past four years general sales manager of the Studebaker Corporation.



N. R. Feltes was, on June 25, elected treasurer of the Studebaker Corporation, with headquarters at South Bend, succeeding C. C. Hanch, the former treasurer, who resigned to accept the production of passenger cars Motive Products Section of the War Industries Board in Washington. For the last four years Mr. Feltes was vice-president and general manager of Ames-Holden-McCready, Limited, Montreal, the largest shoe manufacturers in Canada. He has a wide acquaintance in the automobile industry.

#### F. N. McDonald Weds

On Tuesday, August 20th, F. N. McDonald, western sales manager of the Canadian Briscoe Motor Co., and of Carriage Factories Ltd., was united in marriage with Miss Effie Maude Humphrey, daughter of Mr. and Mrs. J. W. Humphrey, Harbison Ave., Winnipeg. The wedding, which was quiet, took place at Grace Church manse. After luncheon the happy couple left for the lake-head ports, where they proceeded by boat via the Great Lakes to Toronto, Montreal and other eastern points. About the end of September Mr. and Mrs. McDonald will take up residence at 301 Belvidere Block, Winnipeg.

We wish Mr. and Mrs. McDonald a long and happy married life. "Mac's" many friends in Saskatchewan territory will rejoice to hear that at last as an experienced buggy man, he has forsaken "the single rig" idea and has entered double harness. He was formerly in charge of McLaughlin business in Saskatchewan territory, and is well known to the trade throughout the West. Good luck to Mr. and Mrs. McDonald.

#### Agriculture in the Prairie Provinces

A government report was recently issued dealing with the population and agriculture of the prairie provinces for the year 1916, the latest year for which figures are available. The total population for the three provinces was 1,698,000, of which 1,092,160 were in rural districts. In 1916 the number of farms in the prairie provinces was 218,563, divided as follows: Manitoba 46,580; in Saskatchewan, 104,006; in Alberta 67,977. The total farm acreage in the three provinces was 73,300,135, an increase over 1911 of 14,677,018 acres. The area of improved land was 343,302,046 or 47 per cent of the total acreage. As regards farm live stock, the total of horses was 1,788,358, and cattle 2,744,936. Of the latter

797,916 were rated milch cows. It may be noted that the total value of all farm property in the three prairie provinces in 1916 was computed to be \$2,174,092,872, as compared with \$1,788,692,159, an increase of 21.5 per cent. Of the total in 1916, land accounts for \$1,382,407,066, buildings are \$218,547,013, implements \$165,824,925 and live stock \$407,313,868. The valuation of implements will now be considerably greater than in 1916 owing to the large implement investment made since the close of that year.

#### Proposal to Form Tractor Manufacturing Co. in Winnipeg

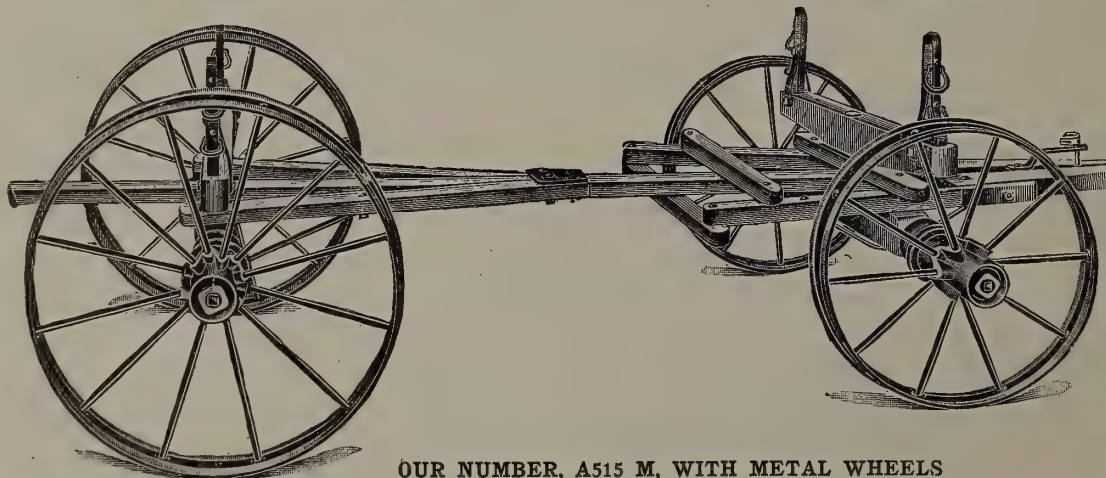
R. L. McInnis, of Detroit, Mich., was a recent business visitor to Winnipeg, where he was endeavoring to interest capital with the object of establishing a plant in Winnipeg for the production of a 12-24 h.p. gasoline-kerosene tractor. Mr. McInnis states that Winnipeg is ideally situated for the manufacture of such a machine, the tractor to be of a standard type so that all replacements could be readily procurable, while a selling price of approximately \$1,200 would ensure a thoroughly serviceable tractor for farm use.

The proposition has been placed before several Winnipeg gentlemen who, it is claimed, are favorably impressed by the idea. It is stated that although a company were formed right away suitable machine and assembly shops could be rented until a factory was built. Mr. McInnis, who has a large farm in Saskatchewan, has had considerable experience in the internal combustion engine business in Michigan, and believes that his tractor will meet West Canadian requirements.

#### New Distributors for Gray-Dort Cars

The Western Canada Motor Car Co., Winnipeg, have taken over the distribution of Gray-Dort cars in Manitoba. This line has been relinquished by the Joseph Maw Company, who are now concentrating all their efforts on the distribution of Reo cars and trucks.

## FARM TRUCKS



OUR NUMBER, A515 M, WITH METAL WHEELS

## THE HANDY HARVEST WAGON

LOW METAL WHEELS, 28 and 34 inch, LONG WOOD HAWNS, REAR GEAR WITH WOOD HAWNS, DROP TONGUE WITH HAWNS, EXTRA HEAVY BOLSTERS. A GOOD SERVICEABLE WELL-MADE TRUCK. WRITE FOR PRICE OR SEND YOUR ORDER TO

The Best Place **D. Ackland & Son, Limited** The Best Goods  
Calgary Edmonton **TRADE MARK** 65-68 Higgins Ave. Winnipeg









## Fordson Tractors, as Analyzed by Prof. Yerkes

Many manufacturers and distributors of tractors throughout Canada may have secured copies of the report made by Prof. A. P. Yerkes, assistant agriculturist of the United States Department of Agriculture, on the operation of the Fordson tractor, manufactured by Henry Ford & Son, at Dearborn, Mich. There may, however, be dealers who have been, and will be, affected by the competition of these tractors, consequently the findings of this professor of agriculture may be of interest. The particulars of this report are as follows:

Late last winter the U.S. Department of Agriculture instructed Prof. A. P. Yerkes to go to Dearborn, Mich., examine the Fordson tractor and report his findings. The investigator spent several days at the factory, operated Fordson tractors and saw them pass through the various stages of construction. At that time machines were being made for spring delivery, a proportion of which came to western Canada. The professor made copious notes and comments, returned to Washington and presented his report to the officials. It is alleged that

owing to the unfavorable nature of the report it was suppressed, so far as public knowledge was concerned. Yet in some manner copies got into the hands of the tractor industry and recently an enterprising implement trade journal in the States published the whole story and mailed 20,000 copies of the report in a single week.

Since the Ford interests have always been long on publicity they should appreciate this interest taken by the press in the Fordson tractor. Prof. Yerkes made no diplomatic language a feature in his report. He talked straight from the shoulder on what he considered to be the value of the machine.

We note that the only word of commendation Prof. Yerkes had for the tractor was when he writes: "The best thing about the tractor is the air cleaner, which is simple and seems very effective." . . . The report is a very lengthy one, but the following extracts should give those interested a fairly good idea of the findings of Prof. A. P. Yerkes as regards the Fordson tractor.

"It does not develop sufficient power even to handle two plows satisfactorily in comparative easy plowing. . . . The men in the shops claimed that the motor developed about 21 3/4 h.p. on the dynamometer in the testing room. If this is the case, and I have no doubt but that it is true, there is either a tremendous loss in the transmission and worm, or it is impossible to develop the maximum power under field conditions with an intermittent load, and air at a comparatively low temperature.

"In the case of one machine, which I personally operated for a short time, the motor had been well limbered up and turned over very easily; yet the water in the radiator boiled almost constantly and the whole machine was excessively hot.

"I feel sure that farmers would have great difficulty in obtaining hired men who would be willing to operate these machines in hot weather. The casting was so hot on the machine that I operated that it burned my foot through the sole of my shoe.

"While claims were made that this outfit burns kerosene as well as other outfits burn gasoline (which, on the face of it is an absurd and exaggerated statement) an examination which I made of one engine showed the spark plugs badly fouled with carbon and by inserting a wire and scraping the piston head, I obtained several large pieces of carbon which had formed in only a few hours run in the field.

"Aside from the points mentioned, the tractor is very inaccessible, although it is better in this respect than the previous model; however, I do not think that the ordinary farmer could tighten any connecting rod bearing on this outfit in less than half a day's work."

In conclusion, Prof. Yerkes says that he believes that Mr. Ford has been misled as to the actual performance of the machine "by tests carried out by men who were anxious to have it fulfill all of his expectations and who exaggerated all performances to make it measure up to such confidence on his part."

## Fires in Threshing Machinery

In the three years, 1914-17, in the Pacific North-Western States over \$1,500,000 was lost in grain and machinery owing to dust explosives and fires in separators. The grain so lost could feed an army of 2,400,000 men for a month. Two conditions are necessary to make these dust particles in the separator take fire, a proper mixture of the fine dry dust suspended in the air, and sufficient heat, which may be supplied by an electric spark or flame of some kind.

Of all dust explosions in grain separators those due to smut dust are the worst. Smut dust produces a highly inflammable mixture. Doubtless the chief source of ignition in separator grain dust explosions is static or frictional electricity, produced by the rubbing of metallic parts, by the slipping of belts on pulleys, or it may result from the friction of grain, straw and dust against the metallic surfaces of the machine. To reduce to a minimum the chances for an explosion around the separator, the following measures have been found effective:

- (1). The installation of an effective fire extinguisher, designed for separators.
- (2). The installation of an exhaust fan to remove smut and dust from the separator.
- (3). The installation of an efficient grounding system to remove static electricity from the machine.

## New Tractor Attachment Entering Canadian Field

J. J. Ryder, representative of the Fond du Lac Tractor Co., Fond du lac, Wis., was a recent visitor to Winnipeg, where he was on the outlook for a distributing concern to handle the Fond du Lac tractor attachment.

This attachment, formerly known as the 20th Century Farm Horse, is made by a concern that has been in the farm machinery business since 1857. It carries a ten-year guarantee and is stated to do better, faster and more work than five horses. Adaptable to a Ford car, the Fond du Lac attachment is easily put on, only a wrench being necessary. It will easily pull two 14-inch plows, covering 5 to 7 acres daily, and will handle all haulage work on the farm. The gear and pinion castings are of special semi-steel with chilled faces; wheels are heavy and durable and equipped with ample provision for lubrication. By change pinions, a variety of speeds can be obtained. The attachment has a combined vertical and horizontal



### Mr. DEALER

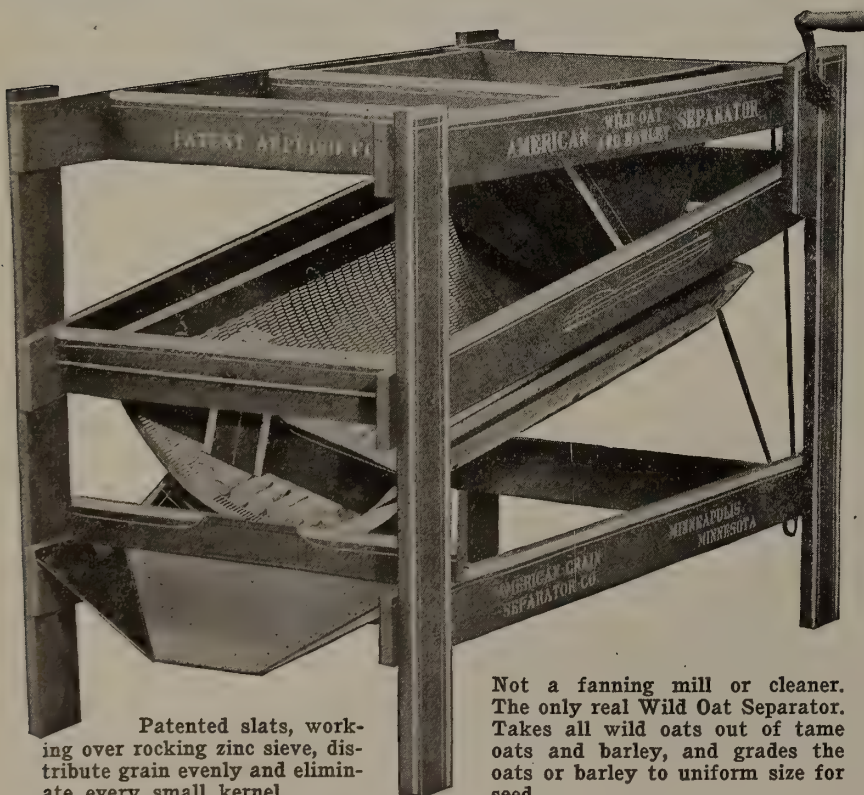
### Cater Can Sell You

Wood or Iron Pumps cheaper  
than any one in the West.

GET HIS PRICES BEFORE YOU ORDER

**Brandon Pump & Windmill Works**  
BRANDON MAN.

## THE AMERICAN WILD OAT AND BARLEY SEPARATOR AND CLEANER



Patented slats, working over rocking zinc sieve, distribute grain evenly and eliminate every small kernel.

Very light draft. Large hopper. Strong construction, bolted and braced throughout. Write for agency offer, prices and literature.

Not a fanning mill or cleaner. The only real Wild Oat Separator. Takes all wild oats out of tame oats and barley, and grades the oats or barley to uniform size for seed.

EXCLUSIVE SELLING AGENTS FOR CANADA

### Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work  
DEPT. E., WHYTE AVE. AND VINE ST. WINNIPEG, MAN.



hitch, and is equipped with an auxiliary cooling system that ensures cool running of the engine. It fits any Ford car. Full particulars can be obtained from the company at Fond du Lac, Wis.

### Executive of Saskatchewan Retailers' Association Held Meeting

A meeting of the Provincial Executive of the Saskatchewan Retail Merchants' Association was held at Regina recently, W. J. M. Wright, Regina, and Hugh Rorison, Moose Jaw, being present as members of the Implement Dealers' Advisory Committee.

The executive took up the matter of retail implement dealers' contracts with wholesalers, and the rates of commission paid. It was shown by members of the implement section of the association that while the price of farm machinery had very materially increased during the past three or four years, the rate of commission allowed had not increased in proportion to the advance in price and the increased cost of carrying on a retail implement business. The average overhead in this line is 17 per cent.

It was finally decided that the secretary should obtain the retail price lists issued by the various companies since 1914 and check them, by this means showing the actual conditions as they have existed from year to year, and that when sufficient evidence of unfairness has been obtained, a meeting should be arranged between this executive together with the advisory committee of the implement dealers, and the representatives of the implement companies, with a view to bringing about an adjustment satisfactory to all concerned.

### The Dealers' Problems

Commenting on the value of the Retail Merchants' Association to implement dealers in Saskatchewan and Alberta, "The Retailer" which is the official organ of the organized merchants in these provinces, says editorially:

"The implement dealers, as well as the other retailers in Saskatchewan and Alberta, are interested in the same problems and have need for the same protection. It is therefore necessary for them to be joined in one movement. To break up the work of the Association in various sections is not a wise policy and only leads to a misunderstanding of the aims of the retail merchants, especially at such times when it is found necessary for the legislatures of the provinces to be approached to protect the threatened interests of

the retail dealer. In the past it has been found that such representations to the provincial parliaments and the Federal Parliament, have met with a good deal of success, because the leaders of government have realized that behind the deputations they met, there was a large and influential membership comprising the various lines of retail business.

"It is true that there are many points affecting the individual trades which require special attention, and in the case of the implement dealers such question as the matter of contracts with the jobbers and manufacturers,

and commissions, require careful handling. The fact that there are implement dealers appointed upon a committee to act in an advisory capacity to the executive is an indication that these problems can be handled within the association itself by the implement dealers, and that when they have come to a decision as to what they wish to secure in the way of better arrangements and further legislation, the case can then be more effectively dealt with by an executive working in their own interests and having the backing of the other retail merchants in the two provinces."

### France Will Manufacture Tractors

In the Nantes district, one of the large industrial areas in France, some of the larger structural iron and steel works contemplate setting up machinery and equipment for turning out tractors and other farm implements in large quantities at the close of the war. These necessities to French agriculture have hitherto been imported from the United States. Latterly steel plants in this district have been getting large supplies of raw materials, and have been working on war supplies.

# TURNER

## Simplicity



**Isn't  
this good reasoning?**

Don't forget that when you sell a man a tractor he is investing a lot of money largely on YOUR SAY-SO. If that tractor does not come up to his expectations, you will not only lose his good will but what HE WILL TELL OTHERS will cost you their good will also.

There are all sorts of types, shapes and sizes of tractors being put on the market. Most of them MAY prove to be all right, but some of them HAVE proved to be right.

Turner Tractors have been in successful use on all kinds of farms and all kinds of farm work for two years. You can put your heart and soul into selling them with the CERTAIN knowledge that they will MAKE GOOD with your customers.

We believe there is NOTHING more important to you than this—you are just laying the foundation of a tractor business that you expect to GROW.

The Turner is a solid, sensible tractor; every part PROVED out by farm service—all equipment of STANDARD, NATIONAL-KNOWN makes. And the sizes, 12-20 and 14-25, are those that FIT the needs of at least NINE FARMS OUT OF TEN that can profitably use tractors.

The Turner reputation is known everywhere—18 years of making farm engines have put the name Turner Simplicity on the map with the farmers.

**Let's  
discuss  
it further**

The fast-spreading demand for Turners is reaching into new territory. To dealers in such territory we have an offer that WILL BE snapped up by those who get the facts first.

How about it? WILL it pay you to take chances? WON'T it pay you to BE SURE?

Please write at once.

**TURNER MFG. CO., 215 Lake St., Port Washington, Wis.**

Distributing Points Convenient to You

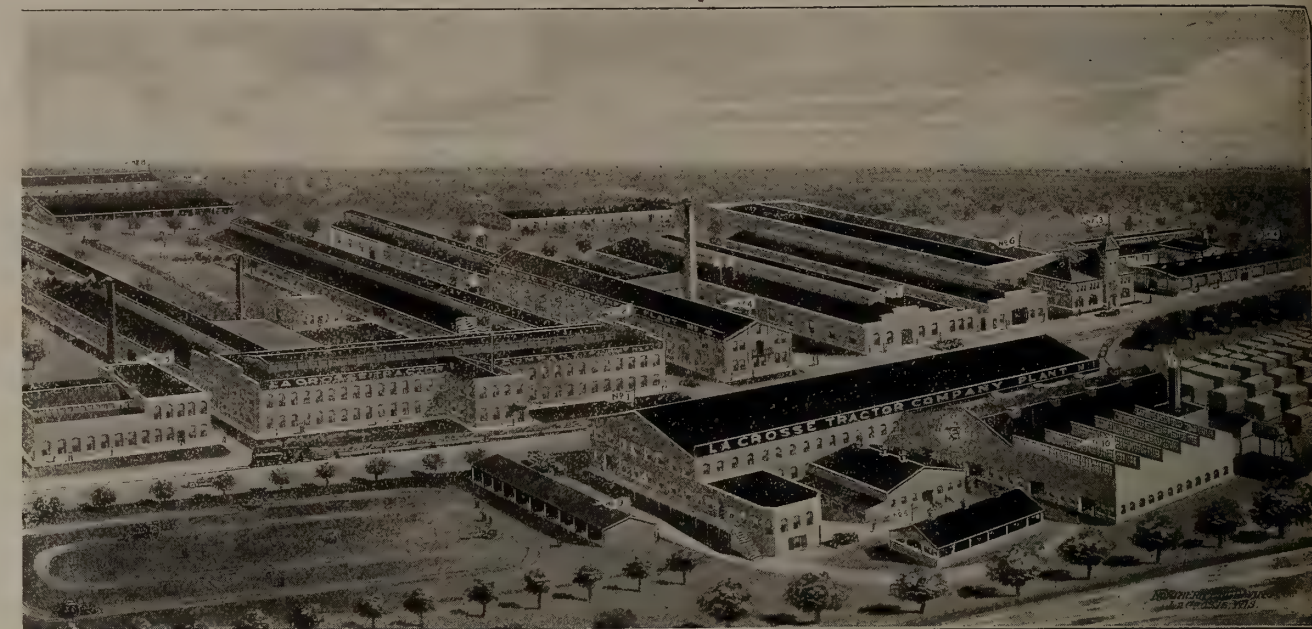
Manufacturers of the famous Turner Simplicity Engines for 18 years



### The Home of Happy Farmer Tractors

Among the numerous young industries developed by the sudden demand for farm power, the La Crosse Tractor Co., of La Crosse, Wis., offers, perhaps, the most conspicuous example of rapid and substantial growth in the business, states an official.

This company was organized about January 1st, 1917, being a consolidation of the Happy Farmer Tractor Co., of Minneapolis, and the Sta-Rite Engine Co., of La Crosse, Wis. The capitalization was fixed at \$1,500,000. The Happy Farmer Tractor Co. had previously arranged for the manufacture of the Happy Farmer tractor—the small 8-16 h.p. gasoline-burning tractor, now known as the Model "A" in Minneapolis and in La Crosse, with some parts manufactured at other places, as is generally the case with tractor concerns. With the organization of the new company, however, and the acquisition of the Sta-Rite Engine Co., which latter concern had manufactured several hundred of the Happy Farmer tractors in 1916, the La Crosse Tractor Co. was provided with a factory of its own, fairly well equipped to start production, and when it took possession in January of last year about fifty men all told were employed. The demand for Happy Farmer tractors, however, was very strong, and it was found desirable to remove the general offices from Minneapolis to La Crosse, March 5th, 1917. With that move began an era of factory growth and production which had been unprecedented in the business. Although handicapped by lack of facilities to build its own motors at that time, and having been delayed four



Plant of La Crosse Tractor Co., La Crosse, Wis., covering about six acres. The key to the illustration is as follows: 1—Machine Shop. 2—Tractor Assembly and Paint Shop. 3—Pattern Shop. 4—Machine Shop and Iron Foundry. 5—Motor Testing Shop. 6—Sheet Metal Shop. 7—Storage. 8—Storage. 9—Final Testing Shed. 10—Iron Foundry. 11—Steel Foundry. 12—Experimental. 13—General Office Building. 14—Iron Foundry.

months beyond the time of promised delivery, in spite of this the business grew by leaps and bounds. New machinery was continually purchased and installed, and the Sta-Rite engine plant, which contains about 62,000 square feet of floor space, was rearranged from time to time to meet the needs of the additional machinery installed and the plans for economic and profitable production.

This expansion has gone on since that time with increased rapidity until a total of a quarter of a million dollars' worth of the very latest improved types of machines—mostly automatic and with self-contained motors—has been purchased and installed. The number of men employed has been constantly increased, until the payroll now numbers nearly 600, and the output has been in-

creased to from 18 to 20 tractors per day, with plans for a still further increase within sixty days to 25 to 30 complete tractors daily.

In order to meet the growing needs the plant has been increased by the acquisition of adjoining and nearby factory buildings, as shown in the illustration, until the floor space occupied solely in the production of Happy Farmer tractors is between five and six acres. Furthermore, about twenty-five acres of ground, well situated for switching facilities, has been purchased in North La Crosse, together with the plant formerly occupied by the Summit Stove Works, containing about as much floor space as the original Sta-Rite engine plant. This location is where the new modern factory is to be built within the coming year. It will be erected in units which may be multiplied as

needs may arise, the entire plant being adapted to effect the greatest economy of production and handling of the product, both in and out.

The authorized capitalization has recently been increased to \$2,500,000 to provide for the necessary expansions of the business.

Three factors have contributed to bring about this remarkable success: 1st, the correct design of the tractor and its adaptability to the purposes of the average farmer; 2nd, manufacturing facilities intelligently directed and backed by practically unlimited capital as represented in the board of directors and principal stockholders; 3rd, a live and thoroughly competent and experienced sales organization, which includes a present total of forty-three wholesale distributors in the U.S. and Canada.

# PEMBINA PEERLESS COAL

**Second only to the Famous Lethbridge Imperial**

*By Dominion Government Test (1915, Department of Mines, Ottawa, Report No. 331) Pembina Peerless Coal is proved to be superior in efficiency and actual heat obtained to Taber, Drumheller and Edmonton Coals*

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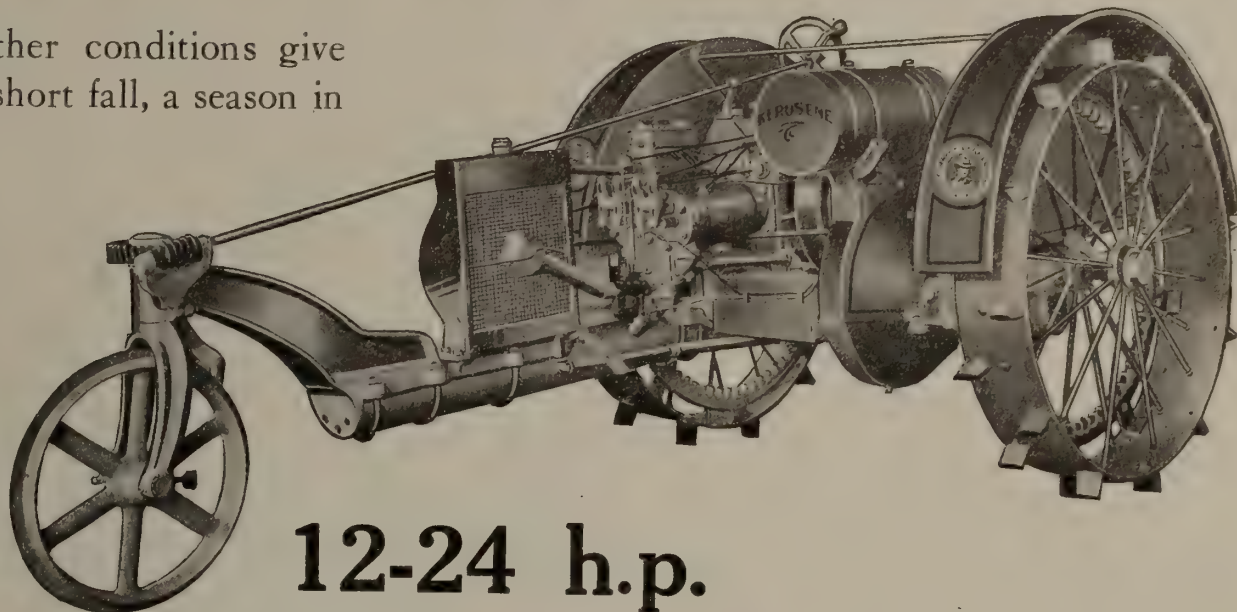
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**DOMESTIC AND STEAM COALS FROM EVERY FIELD**



# Make a Fall Drive on These!

THE present weather conditions give indications of a short fall, a season in which plowing and other work must be done in record time in order to make a good start in 1919. Dealers can harvest a good crop of dollars on the



12-24 h.p.

## Happy Farmer Tractor

The new Model "F" has many good talking points over the older models—the larger motor, new patented air intake, improved oiling system and other features besides turning square corners, the perfect kerosene burner, the surplus power. *Ask for the new Model "F" folder and our profitable proposition.*

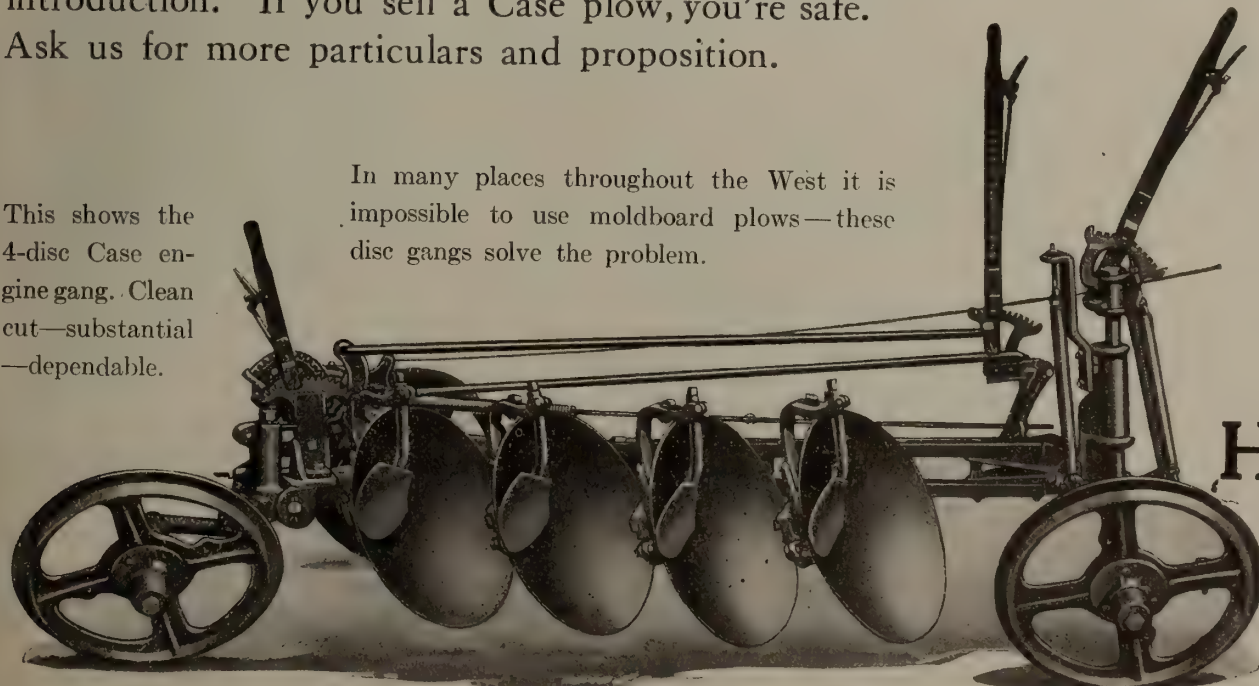
### J. I. Case Disc and Moldboard Plows

When you sell a Case implement there is no "come back". This applies especially to Case plows; they are the standard. We can supply three and four disc gangs in 24 inch and 26 inch sizes. Also 2, 3 and 4 bottom moldboard plows, 14 inch size. These need no introduction. If you sell a Case plow, you're safe.

Ask us for more particulars and proposition.

This shows the 4-disc Case engine gang. Clean cut—substantial—dependable.

In many places throughout the West it is impossible to use moldboard plows—these disc gangs solve the problem.



There isn't a minute to spare if you want to get your full share of fall business on these necessities. There is still some good territory for live agents. Write to-night.

**Happy Farmer  
Company Limited**  
225 Curry Block, Winnipeg

Halifax and  
7th Avenue, Regina



### Inventor of Tanks Visits Holt Factories

Major-General E. D. Swinton, of the British Imperial Army, and the man who is responsible for the development of the tanks, recently went to the Holt factories, at Stockton, Cal., for the express purpose of meeting the man from whom he adapted the idea for the method of propulsion for the tanks—Benjamin Holt, inventor of the Holt Caterpillar Tractor.

In an address to 2500 workers at the Holt plant General Swinton—who can write a mighty good book as Ole Luk-Oie—explained how an American friend brought the Holt caterpillar tractor to his

notice when the soldier was on the outlook for some machine that would go across trenches and over barbed wire. Describing how the tanks were developed, and a large number produced between August 1916 and March 1917, Major Swinton said:

"The machine gun was really a disease against humanity invented by the late Hiram Maxim, so you Americans have the credit not only of producing the disease, but of producing the antidote for it. The antidote was the Holt Caterpillar tractor, invented by your employer, Mr. Benjamin Holt."

It may not be generally known to the farm machinery industry

that the word "Caterpillar," in relation to a tractor is the exclusive trade mark of the Holt Manufacturing Company, as registered in the United States, and in Canada, in 1911 and 1912. The Holt organization are the pioneers in the field of practical self laying track vehicles, and the adaptation of the caterpillar tread to the tanks used in warfare is fully acknowledged by the eminent military engineer who recently went to visit "Uncle" Ben Holt.

#### The Holt Trade Mark

The "Caterpillar" trade mark as applied to the tractor has been litigated both in the U.S. patent office and abroad, and in every instance the exclusive rights of the Holt Manufacturing Company therein has been recognized and upheld. The word "Caterpillar" as a descriptive term for the design of a tractor is, therefore, shown to be the exclusive property of this well-known organization.

#### Parrett Tractor in Endurance Test

At the recent tractor demonstration at Salina, Kansas, the Parrett Tractor Co., Chicago, conducted a test of the Parrett tractor under the auspices of the National Tractor Demonstration. The management had observers on hand for every minute of the run. The original plan was to plow for 100 hours without stopping, but on the third day a heavy rain put the soil in such condition that it was impossible to operate the plows. The tractor stopped, but the engine continued to run.

Following are the main features of the endurance test:

Three 14-inch bottoms were pulled and the average depth of plowing for the entire test was about 6-1-3 inches. Fuel was kerosene. The tractor actually had its motor in operation for 103 hours and 19 minutes, with but one stop of 3 minutes 40 seconds for the purpose of removing sediment from the oil feed pipe. During these hours the engine, because of ground being too wet to plow, idled at 350 r.p.m. on kerosene, for 13 hours and 28 minutes. This left an actual plowing time of 80 hours, 42 minutes and 20 seconds. During these hours of actual work the tractor plowed an average of 95-100 of an acre per hour. The fuel consumption was 2.66 gallons per acre and the oil consumption was only 84-1000 of a gallon per hour.

#### Suit on Sisal Monopoly Dismissed

The suit against the sisal fibre combination instituted in January, 1917, by the Department of Justice, has been dismissed by Judge Hough, of the Federal District Court in New York.

When the suit was filed a combine existed between the sisal monopolists, some American bankers, also a commission corporation which financed the sisal growers fibre operations. The Comision Reguladora, who are said to be responsible for the advance in price of fibre, repudiated its contract with the other incorporations, and as the American courts have no jurisdiction over a foreign company, the suit was dismissed.

### IMPLEMENT DEALERS HARDWARE MEN GENERAL STORES PUMP MEN

Buy your wood and iron pumps, cylinders, galvanized pipe, galvanized rod, etc., from a WESTERN CANADA concern.

Fitted for any depth of wells.

Large stocks carried.

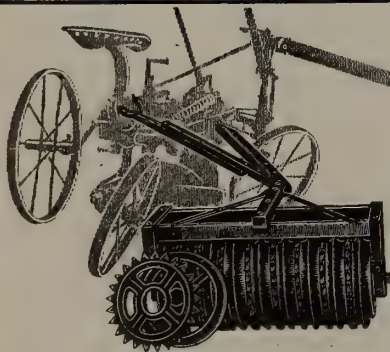
Prompt shipment guaranteed.

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Phone 2943  
EIGHTH ST. and ASSINIBOINE AVE.

Brandon, Man.



### GET THE AGENCY FOR CHRISTIENSEN IMPLEMENTS

The illustration at left shows our plow attached pulverizer, packer and mulcher. It is the only implement of its kind sold in Western Canada, and no implement does the same work either in a growing crop or in preparing a seed bed. Immediate packing after plowing is the most effective way of conserving the moisture. It breaks up the hard lumps of earth into powdered form—turns up the rich sub-soil—rolls it down evenly and packs it all in one operation. No farm implement equals this machine for retaining moisture in standing grain, or preventing soil blowing, or for conserving the moisture in summer fallow. The one implement that will save the farmer's crop in the dry season.

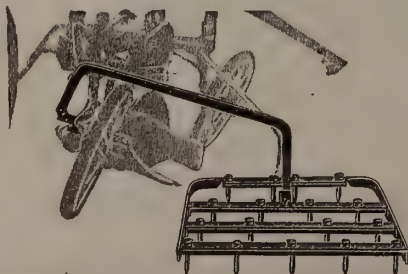
GET OUR PROPOSITION TO-DAY.

### CHRISTIENSEN PLOW HARROWS

These harrows are attached to the plow. The farmer plows and harrows at the same time. By the Christiansen patented hitch, draft is reduced, in fact, the extra weight behind is hardly noticeable. There is no side pull. Hitches are adjusted and will give perfect satisfaction with any make of plow. Made in two sizes—34 inches wide for two furrow plow, and 44-inches wide for three furrow plow. A cracking good line for the dealer. Write us to-day.

Christiansen Implements  
LIMITED

Factory: 303 Owena Street  
WINNIPEG



### JUMBO GASOLINE ENGINES

1½, 2½, 4½ and 6 H.P.



#### ORDER YOUR ENGINES NOW

Powerful, reliable, serviceable. On Skids, strong iron subbase or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline.

#### "LITTLE JUMBO" FEED MILLS

Efficient, durable, strong. All steel construction. Wide range capacity—from 10 to 30 bus. per hour. Any engine from 1½ to 4 h.p. will operate them. Two sets of 6-inch burrs supplied with every machine. Fine adjustment for work. Write the nearest branch house for particulars.



Manufactured by **Nelson Brothers Company**  
SAGINAW, MICH., U.S.A.  
Western Canadian Jobbers

**Tudhope-Anderson Co., Ltd.**

WINNIPEG REGINA SASKATOON CALGARY



## New Home Machinery Co. Giving Service

The New Home Machinery Co., Saskatoon, distributors of Parrett tractors and Moody threshing outfits, are right up to the minute as regards service. Manager Elwood informs us that they aim to have every Parrett tractor sold in perfect condition for fall plowing. The Parrett Tractor Co., Chicago, have sent George Sabelman, their chief tractor expert, to Western Canada to give the best assistance to Parrett owners, so that every Parrett in the West will be in fighting trim for fall plowing and threshing work. Mr. Sabelman will visit every purchaser and will go over his machine, making all necessary adjustments and providing necessary repairs. Every machine will be tuned up to top knot shape and will be completely equipped for the strain and rush of fall work.

Parrett dealers and owners will greatly appreciate this excellent service by the New Home Machinery Co., of Saskatoon. As Mr. Elwood says: "We want every Parrett owner to have his machine in first class shape, because we know that every bushel threshed and every acre plowed are helping win the war. We are not selling tractors for to-day only; we are showing Parrett dealers and users that the New Home Machinery Co. are behind them with expert service all the time. Already we have contracted for our complete requirements for 1919, so that Parrett dealers will be assured a supply to meet the demand. Our representation of these tractors has been most satisfactory; we have found them to create satisfied dealers and customers everywhere we have sold them."

## Duane Nash Inc. Manufacturing Tractor

One of the latest additions to the tractor field is the Taff farm tractor, manufactured by Duane Nash, Inc., Millington, N.J., makers of the well-known line of "Acme" harrows.

This tractor is built as a three plow outfit, namely, to pull three 14 in. plows at an average depth of 8 in. at a speed of 2 1/4 m.p.h. It does this, says the manufacturers, with little effort, in fact, has pulled three plows at a depth of 8 in. at a speed of 3 3/4 m.p.h. Ordinarily, however, the higher working speed is not recommended.

The transmission of power from the rolling tooth bull pinions to the main drive wheels through internal gears attached

to the rim of the same, is standard construction and of high efficiency. The drive wheels are mounted on the Hyatt Roller Bearings, heavy duty type. Some of the main features of the Taff tractor are as follows:

Engine: Waukesha, four cylinder, 4 1/4 x 5 3/4 in., 15 h.p. at 950 r.p.m. at the drawbar and 30 h.p. at the belt, Bennett carburetor

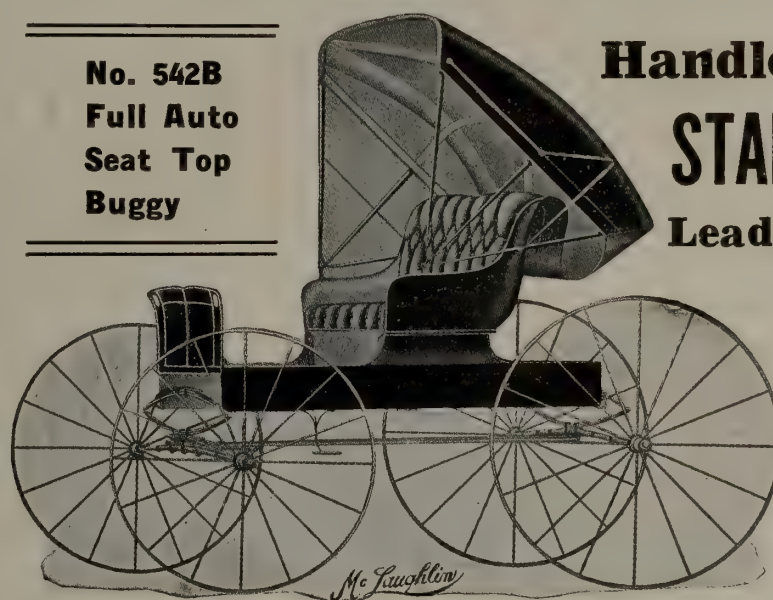
using gasoline or kerosene. Eismann G-4 type magneto.

Transmission: Two speeds forward and reverse, gears of cut alloy steel, heat treated and hardened, Hyatt roller bearings, gears enclosed and run in oil.

The front wheels are 32 x 6 in., rear wheels 50 x 12 in., wheelbase 90 in., turning radius 15 ft., weight 4,500 lbs., frame 6 in.

channel steel, floating drawbar, capacity three 14 in. plows in any soil and it is claimed under average conditions four 14 in. plows.

No man can keep on reading Canadian Farm Implements and be a back number too. Eventually he gives up one or the other. Have you renewed? If not, we will be glad to have your subscription.



**No. 542B  
Full Auto  
Seat Top  
Buggy**

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McLaughlin Carriages are known to the vehicle user all over Canada. They are the accepted leaders in in-built value, exclusive features and serviceability. Their record for satisfying the purchaser and bringing repeat orders are factors that mean much to the dealer. We handle a variety that will meet every demand. Let us quote you prices and supply full particulars of this big selling line.

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Grade  
Only—

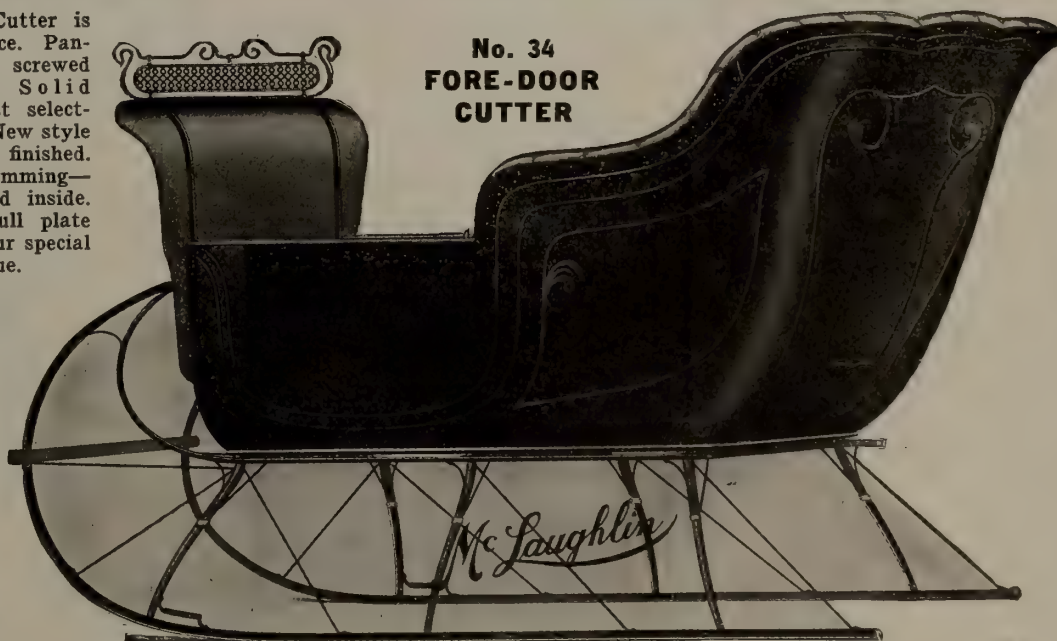
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The No. 34 Cutter is built for service. Panels are glued, screwed and plugged. Solid moulding; best selected gearing. New style body. Finely finished. High grade trimming—door trimmed inside. Solid brass full plate screen. Get our special sleigh catalogue.

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## What Is The Right Size of Tractor?

By G. M. MATSON, Vice-President and Sales Manager,  
The John Lauson Manufacturing Company

The time is past when any discussion as to the value of the tractor as a farm power unit would be in order. The tractor has come to stay. The question of most interest now to farmers who do not own a tractor is, "What is the proper size of tractor?" Naturally he will ask this question of his implement dealer.

A tractor, in order to reduce man-power to the minimum, must enable one man to do more work with it than would be possible for one man and horses and this saving in man power is essential if the tractor is to be made a profitable investment for the farmer. In order to enable one man to do more plowing than is possible

with horses, the tractor should be capable of pulling at least three plows without any undue strain on the working parts.

The speed at which the tractor does this work should be approximately that of horses doing the

in the construction of which every consideration is given to belt work and hauling. In the matter of belt power, the tractor should be powerful enough to operate a medium sized thresher—otherwise, threshing becomes slow and unprofitable. This applies also to silo filling and the other belt work needed on the average farm.

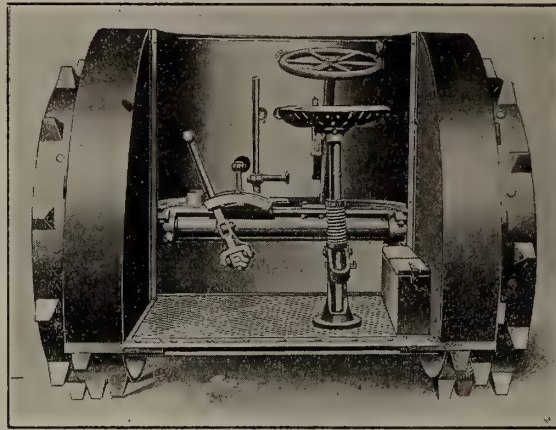
The Lauson 15-25 tractor is a modern type tractor made for general use. It is designed to operate three plows under severe conditions in clay soil and four under favorable conditions, as well as to operate a 30-inch separator. Plows of more than four bottoms require an additional man for the operation of the plow. A one man outfit of more than four bottoms is out of the question. The Lauson

15-25 will operate a 10-inch grader or large portable stone crusher

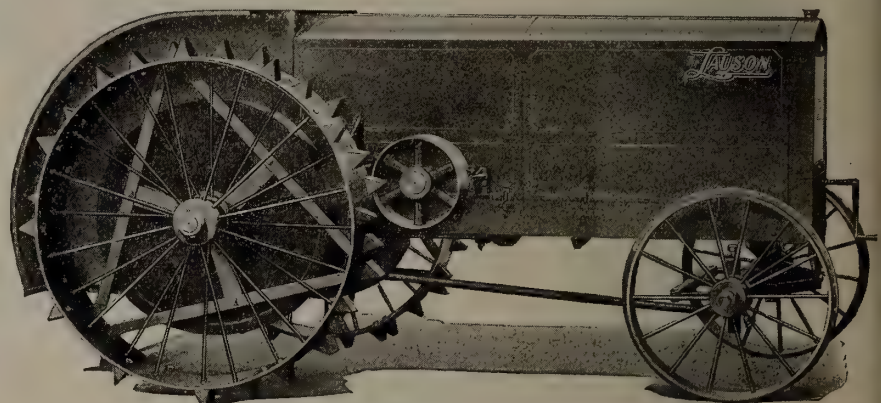
in the selection of a tractor is that the average operator of the farm tractor is usually inexperienced in the operation of this class of machinery. It is therefore, important that the general design of the machine be simple and all parts so placed as to be easily accessible for adjustment or repair. Above all else, the working parts should be completely enclosed to prevent dust and grit getting into the bearings and gears causing them to wear rapidly.

The Lauson 15-25 is simple in design and, therefore, easily understood by the most inexperienced operator. The general construction is almost identical to that of standardized automobiles and motor trucks with which the average farmer is thoroughly familiar and service can be had in most any garage.

All parts of the tractor—including the bull gear or final drive—are enclosed in a dust-proof, oil tight housing and run in a bath of oil. The tractor dealer who wishes to be free from annoying



Rear View of Lauson 15-25 Tractor



Showing the Design of the Lauson 15-25

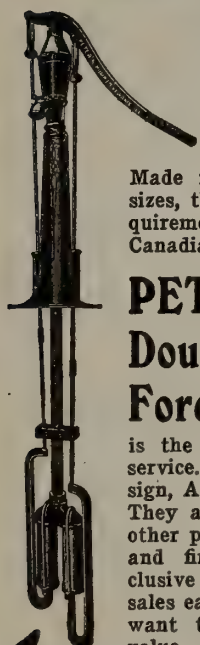
with ease, and is the ideal size for country or municipal road work.

An important point to remem-

ber is that the average operator of the farm tractor is usually inexperienced in the operation of this class of machinery. It is therefore, important that the general design of the machine be simple and all parts so placed as to be easily accessible for adjustment or repair. Above all else, the working parts should be completely enclosed to prevent dust and grit getting into the bearings and gears causing them to wear rapidly.

To guard against stripping of the gears by an inexperienced

## PETERS PUMPS



**Gives More Water  
in Less Time with  
Less Energy**

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

### PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.



**Dealers:  
Get Peters'  
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Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

**A POST CARD WILL BRING  
OUR LATEST CATALOG.**

Manufactured by

*Peters Pump Company, Racine, Ill.*

Exclusive Canadian Agents:

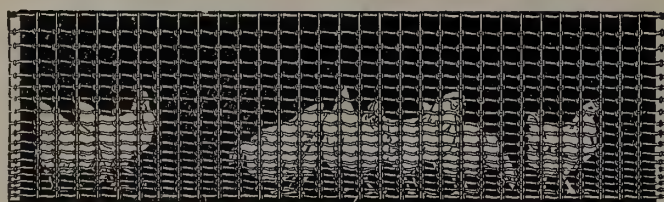
**Tudhope Anderson Co., Ltd.**

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for  
Particulars.

same class of work. If the speed is slower, a loss in man power occurs. If it is higher, poorer work will be done as farm implements are designed to do their best work at the speed of an average team of horses which is about two and one-half miles an hour. To operate a tractor at a speed higher than this, special implements would have to be used.

In most discussions on the tractor, too much stress is often laid on plowing. As a matter of fact, plowing represents only one phase of tractor utility on the farm, constituting about 50 per cent of the work which the tractor is called on to perform. The properly designed tractor is one



### Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

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(Established 1882)

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T. N. WILLIAMSON W. J. MERRELL  
Phone 607

19-6th Street Brandon, Man.



operator, the Lauson 15-25 is fitted with a gear shift locking system. In the transmission the gears have been reduced to a minimum. This transmission is of Lauson design and is very simple and rigid. The unit construction—preventing the spreading of the differential unit as the secondary drive and the compensating gears constitute a complete unit and are an integral part of the transmission.

Hyatt and Timken bearings are used throughout the Lauson 15-25, there being 24 roller and ball bearings in all. The rear axle is equipped with heavy duty Hyatt roller bearings while the front wheels are supplied with dust proof hubs and Timken roller bearings. All the shafts in the transmission have Hyatt roller bearings and the Lauson enclosed fly ball governor is mounted on ball bearings and runs in oil.

The Lauson 15-25 is of the four wheel type of tractor; one front and one drive wheel running in the furrow. The steering gear is non-reversible and as the front wheel crowds the furrow, this means that the strain of steering is taken off the operator and he can devote most of his attention to the implement he is working.

The engine in the Lauson 15-25 is the Lauson-Beaver heavy duty  $4\frac{1}{2} \times 6$  valve in head. Has extra heavy crank shaft and large bearings. The supersized manifold is specially designed for the use of distillate or kerosene. The Lauson-Beaver develops over 30 per cent surplus of power so that it can meet unusual conditions. The cylinder head of the engine is readily removable, giving ready access to the cylinders and facilitating the grinding in of valves.

Efficiency on kerosene is another feature of the Lauson 15-25. Whether running, idle or on the full load, the Lauson-Beaver engine burns all the kerosene.

### Returned Soldiers as Tractor Engineers

Reports from the University of Saskatchewan indicate that good work is being done in the work of training returned, disabled soldiers. In classes recently enrolled, the following returned men were enrolled: Motor mechanics, 31; farm machinery experts, 13; gas tractor engineering 91; gas engineering, 10; steam engineering 11. In gas tractor and other engineering classes, new relays of students are admitted every two months.

A very large proportion of the men who have been trained for any special work have found good positions. A small number have found work in other branches of industry.

### Manganese Steel for Tractor Gearing

Tractor manufacturers are proving that manganese alloy steel when used for gearing purposes, requires no lubrication. Manganese steel has a low "critical" point and can be handled at a lower heat than ordinary carbon steel. It is tough and can be subjected to excessive strain and shock.

It has been demonstrated that gears and pinions of manganese steel can be operated bone dry without injury. This does away not only with the oiling expense, but also with the expensive casings which are necessary when gears run in oil.

Because of its remarkable toughness, manganese steel is the coming metal for bull gears, pinions, sprockets, rollers, track links, and other tractor parts subject to abrasion. Its physical characteristics are such that breakage and wear can be practically considered eliminated.

Bull gears and pinions of this material are said to outwear five or six of the same parts of carbon steel and this ratio may be increased to approximately 8 or more when cast iron is taken as a basis of consideration.

### Implement Production in New Zealand

A recent investigation in New Zealand shows that raw materials represent about one-third of the sale price of farm machinery in that country. Since 1916, the cost of iron and steel stock has risen from 100 to 125 per cent. Pig iron has advanced from 100 to 150 per cent, copper 100 per cent and bolts and nuts 150 per cent. Coal and coke have advanced 40 per cent. In implement prices to the farmer the following increases have taken place since the outbreak of the war. Plows, 50 to 60 per cent; disc harrows, 33 per cent; rollers, 70 per cent; windmills, 100 per cent, and brass pumps, 50 per cent. In the last two years the sale of common lines has fallen off, owing to reduced output. This has decreased plow demand by 55 per cent, disc harrows 26 per cent, rollers 85 per cent and windmills, 15 per cent.

"Nothing but wind" is what makes the helpful windmill go, so don't be so disrespectful of invisible power.

## "EXCELSIOR JUNIOR" BLOWER FEED CUTTERS Meet the Demand

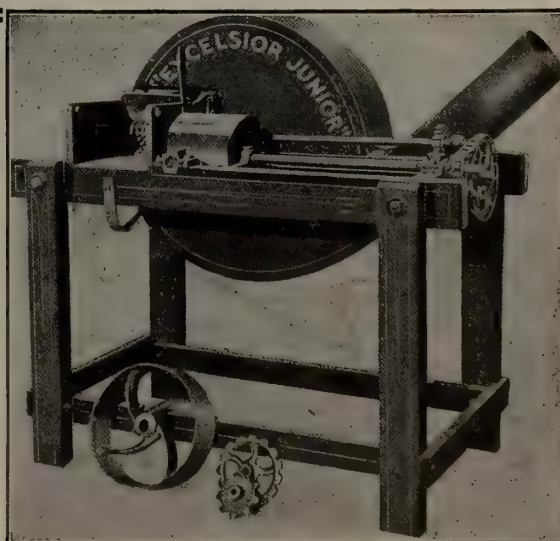
We sell seven styles of Feed Cutters, for hand, horse or engine power. You can help your customers conserve feed by handling this line. Every farmer with over 5 head of stock wants an Excelsior Junior. Blower carries feed to any part of barn, or elevates up to 20 feet. Capacity,  $\frac{1}{2}$  to  $\frac{3}{4}$  ton per hour; 4 to 6 h.p. drives it. Cuts three lengths,  $\frac{1}{2}$  to  $1\frac{1}{2}$  in.; one lever starts, stops and reverses. Get our prices.



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Have solid steel shafts and high grade babbitted bearings. Heavy, solid balanced flywheel. Three 5 x 6 pulleys. Rigidly braced hardwood frame. Complete saw mandrels supplied separately if desired.

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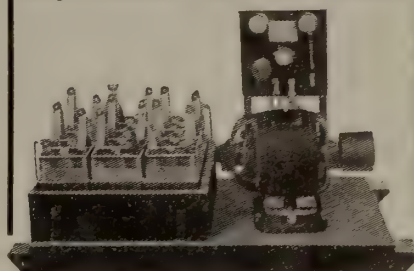


*John Watson Mfg. Co.*  
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.

## The LISTER Line

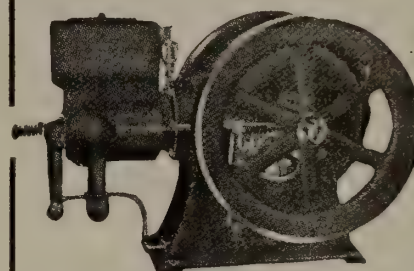
Means Profitable and Satisfactory Business the Year Around



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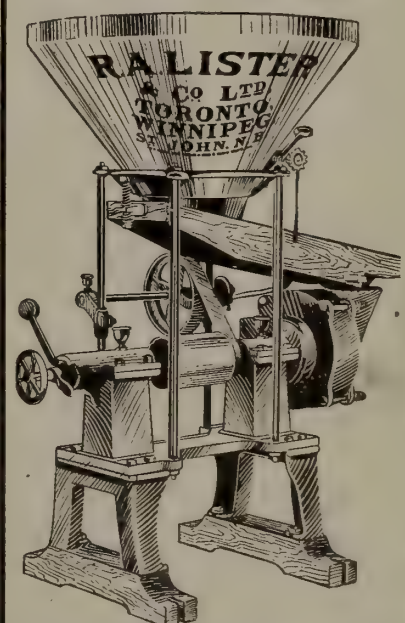
Very simple design; battery, generator and switchboard assembled on one base. No complicated mechanism. Any one can run them. Made in three sizes. Your customer can use his own engine. Ask for full particulars and agency offer.

### Sell "CANUCK" GASOLINE AND KEROSENE ENGINES



Made in Sizes:  $1\frac{3}{4}$ , 3, 4, 6 and 10 H.P. Reliable and economical farm power for your customers. Simple, easily operated; light in weight, finely balanced. Very low fuel consumption. Compact design. Jump spark ignition—enclosed crank case and high grade carburetor. Five year guarantee. You can sell the "Canuck" against any competition.

### LISTER GRINDERS



Very large capacity; easy running. Fine adjustment. Strong reversible plates. Guaranteed to grind more feed on the same power than any grinder of the same size made. Sold with or without base.

#### OUR LINE INCLUDES:

Gasoline and Kerosene Engines, Grain Grinders, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Sowing Outfits, Silos, Combination Threshers, Pumps, Pump Jacks, etc.

ASK US ABOUT ANY ITEM

**R. A. LISTER & CO.,**  
(CANADA) LIMITED  
WINNIPEG

Toronto Montreal



### Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

**J. B. W., Sask.**—For pumps working on principle of cogs and gears on lever, enquire particulars of the pumps of this type handled by the Heller-Aller Company, Windsor, Ont. Hot ball or hot plate ignition engines are not now being made to any great extent. For sizes 2 H.P. and over, ask Manitoba Engines Limited, Brandon, or the Stover Engine Co., at Freeport, Ill.

**F. J. T., Alta.**—Can you give further particulars as to what part of disc harrow is marked 646. Is there no distinguishing letter or symbol. For instance, part B646 is the bracket for scraper bar on a five-foot Economy disc harrow made by the Moline Plow Co.

**R. & Co., Sask.**—For bearing sleeves for steel wagon axle, numbered AA3060, we advise you to specify number and axle size and sleeve dimensions to the Electric Wheel Co., Quincy, Ill. No roller bearing steel axle wagon with this mark is handled in the west. The above company will supply the necessary sleeves.

**J. McE., Sask.**—Appleton crushers are not handled in western Canada, and no repairs are stocked by any concern in this territory. They are manufactured by the Appleton Manufacturing Co., at Batavia, Ill. Write the Appleton Mfg. Co., Minneapolis, for repairs.

**C. J. M., Sask.**—For rear beam brace for a Paris 14-inch gang plow, address the Tudhope-Anderson Co., Saskatoon. This concern handle repairs for Paris plows. Line is now obsolete but the Tudhope organization bought out patterns and repair parts.

**F. P., Man.**—The double helical spring

shock absorber which you describe is we believe, the "Champion" rear shock absorber. It is handled by the Champion Shock Absorber Sales Co., 918 Senate Ave., Indianapolis, Ind.

**A. H., Sask.**—A three bottom tractor plow, plowing 8 inches deep in prairie sod would require the following power. Multiply the depth by plow size, and the result by 15 the soil resistance per square inch in pounds:  $8 \times 14 \times 15$  equals 1680 lbs. per bottom. For the three bottoms this would mean 5040 pounds, which, according to the formulae of the S.A.E., would require a drawbar power of 31.4 H.P.

**W. A. C., Man.**—A Case 17 x 22 hay baler has a capacity of from  $3\frac{1}{2}$  to 5 tons per hour. A 10-inch International feed grinder, Type B, takes from 6 to 12 h.p. to drive. Normal R.P.M. of pulley should be 35 to 40 per horsepower used.

**J. C. B., Sask.**—The "Ingeco" tractor is made by the Worthington Pump and Machinery Corporation, at Cudahy, Wis. It is rated at 10-20 H.P., and is stated to pull three 14-inch bottoms. A two cyl. engine 6 x 7, opposed horizontal type is used. Dixie ignition and Schebler carburetor. Weight is 6500 lbs.

**S. C. L., Alta.**—For particulars regarding grain elevator machinery, address the Manitoba Bridge and Iron Works, Winnipeg, the Strong-Scott Mfg. Co., Winnipeg, or Canadian Allis-Chalmers, Toronto, Ont.

**A. T. C., Man.**—The Bruce gang plow was formerly made by the Bruce Agricultural Works, at Teeswater, Ont. We expect you can get repairs from the factory. Parts DH 111R and DH 112L are clamps for the evener clevis on a disc harrow truck made by the Janesville Machine Co. The John Watson Mfg. Co., Winnipeg, can supply the parts.

**R. & T., Sask.**—H437 is the drawbar top box and H439 the bottom box on a disc harrow made by the Rock Island Plow Co. For repairs write the Waterloo Mfg. Co., Portage la Prairie, Man.

**G. F. H., Alta.** Plow with collar and cap for axle, Nos. 598 and 599, and hub box No. 610 is a sulky plow made by the Thompson Plow and Engine Works, Beloit, Wis. The factory will supply repairs. The Gade air-cooled engines are made in sizes from  $1\frac{1}{2}$  to 16 h.p. Manufacturers are Gade Bros. Mfg. Co., Iowa Falls, Iowa.

### E.-B. 12-20 Catalog

The Emerson-Brantingham Implement Co., Rockford, Ill., are now mailing copies of their latest catalog dealing with the Emerson model AA 12-20 h.p. tractor, the machine which was operated at Brandon plowing demonstration. This booklet is very well arranged and profusely illustrated by fine half tone engravings of the tractor and of the component parts. Dealers should write for a copy of this publication for their files.

### The Christiansen Catalog

We are in receipt of the new catalog recently issued by Christiansen Implements Limited, Winnipeg, manufacturers of the well-known line of plow attachments and tillage implements. This 20 page publication illustrates and describes in detail the plow harrows and packers produced by the company. Emphasis is laid on the value of these implements in conserving moisture, as the soil should be cultivated properly immediately it has been turned by the plow. Labor and time is saved by the use of these attachments, which, says the company, are adaptable to any plow.

Views are shown of the individual units in the Christiansen line, including the plow harrows, boss harrows, harrow carts, spike tooth harrows, flexible engine harrows, etc. The plow packers are all equipped with patent lubricated hollow axles which only need filling once in the season. Sur-

face, sub-surface and mulcher wheels are provided for all models. Especially interesting is the description of Christiansen four-section packers and large mulcher packers. The patent roller and pulverizer produced by the company should have a large demand throughout the West. The Christiansen organization are now located in their new factory and offices on Owena Street, Winnipeg. This new plant has facilities for greatly increasing the production of the lines manufactured by the company. Interested dealers can obtain a copy of the new Christiansen catalog by addressing the company at 303 Owena Street, Winnipeg.

### Moody Thresher Catalog

We are in receipt of the new catalog on Moody threshers and Victor engines, issued by the New Howe Machinery Co., Saskatoon, distributors of these lines in Saskatchewan. The lines are handled in Alberta by Francoeur Bros., at Camrose and Edmonton, and in Manitoba by Mitchell & McGregor, Brandon. This catalog is very tastefully arranged, giving complete views of the outfits and cufs of component parts. Details are also given of the Parrett tractor. Interested dealers can obtain a copy for their files by addressing any of the branches named above.

### Interstate Tractor Co. Expanding

In order to properly house new equipment and a growing force of workmen, the Interstate Tractor Co., Waterloo, Iowa, has made the following additions to its manufacturing plant: A machine shop building 85 x 200 ft.; a testing building, 40 x 80 ft.; a loading addition, 40 x 30 ft.; a shelter annex, 20 x 60 ft., and a new foundry building, 48 x 100 ft.

These buildings have all been added during the past few months, and have already enabled them to more than double their output over the corresponding period of last year. The Northern Implement Co., Winnipeg, are Western Canadian distributors for the Plow Man tractor, made by this company.

Guy Marshall, of Calgary, has been in the state of Washington promoting a new invention of his for handling the loose grain in the field. The device is operated with threshing machines. It is an inclined elevator, the attachment being bent to take loose grain and deliver it into the combined thresher.

Circulation  
Covers a  
Territory of  
1,138,000  
Square Miles

## CANADIAN FARM IMPLEMENTS

Serves Tractor  
Truck  
Implement  
and Farm  
Equipment  
Industries

### Western Canada's Only Implement Trade Journal

**L**OCATED in the largest farming territory on the North American Continent—and the most valuable potential selling area with an enormous demand for farm machinery and farm equipment. Serves tractor and farm implement dealers, distributors and manufacturers. Our pages deal with every side of the business—commercial, industrial and technical. Timely, reliable news on topics connected with manufacture and merchandising in the tractor and implement trade field. Information Bureau assists readers to secure prompt repair and supply service. Complete information gladly furnished all interested manufacturers and distributors.

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These tractors were developed through twelve years active field work in every civilized country in the world. A size and type for every farm.

All of them operate successfully on kerosene and other low grade fuels down to 39 degrees Baume.

All of them are fully equipped to do both field and belt work.

They are sold by a company that knows farmers' needs, and that also sells implements and machines to be operated by the tractor, assuring proper combinations of tractor and tractor power machines.

These are tractors that enable dealers to build up permanent profitable trade in power farming machines. One of our branch houses is close at hand to give prompt, efficient service. Write the one nearest you for full information about **International Harvester** kerosene tractors. This is the time of all times for every Canadian farm to be equipped with efficient, economical, kerosene power.

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Meet the Demand in Your District by Selling the

### CYCLONE PORTABLE GRAIN ELEVATOR



Cyclone Elevator  
with 3 H.P.  
FAIRBANKS-  
MORSE  
Type "Z" Kero-  
sene Engine

Write for  
our Liberal  
Proposition

This machine, which loads cars, tanks and granaries, has a greater capacity than any other and is more strongly built. It will easily handle from 1,200 to 2,200 bushels per hour and can be operated by an engine of from 2½ to 6 h.p.

Regular length, 20 ft., three foot swivel discharge spout. Elevator is made of No. 16 gauge steel, with heavy center board. Cannot sag, twist or bend. Ask us for full particulars.

Dealers: Get our bulletin and agency offer on the famous Type "F" Low-down Grinders.

**The Canadian Fairbanks-Morse Co., Limited**  
Saskatoon WINNIPEG Calgary

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Our 64-inch Mill, with Screenings Sacker and Wagon Box Elevator. Now ready for Immediate Shipment



Note double auger conveyor; one for screenings—one for seed grain.

The 64-inch mill is equipped with a double auger conveyor, heavy babbitted boxes and double eccentrics. Very strong construction.

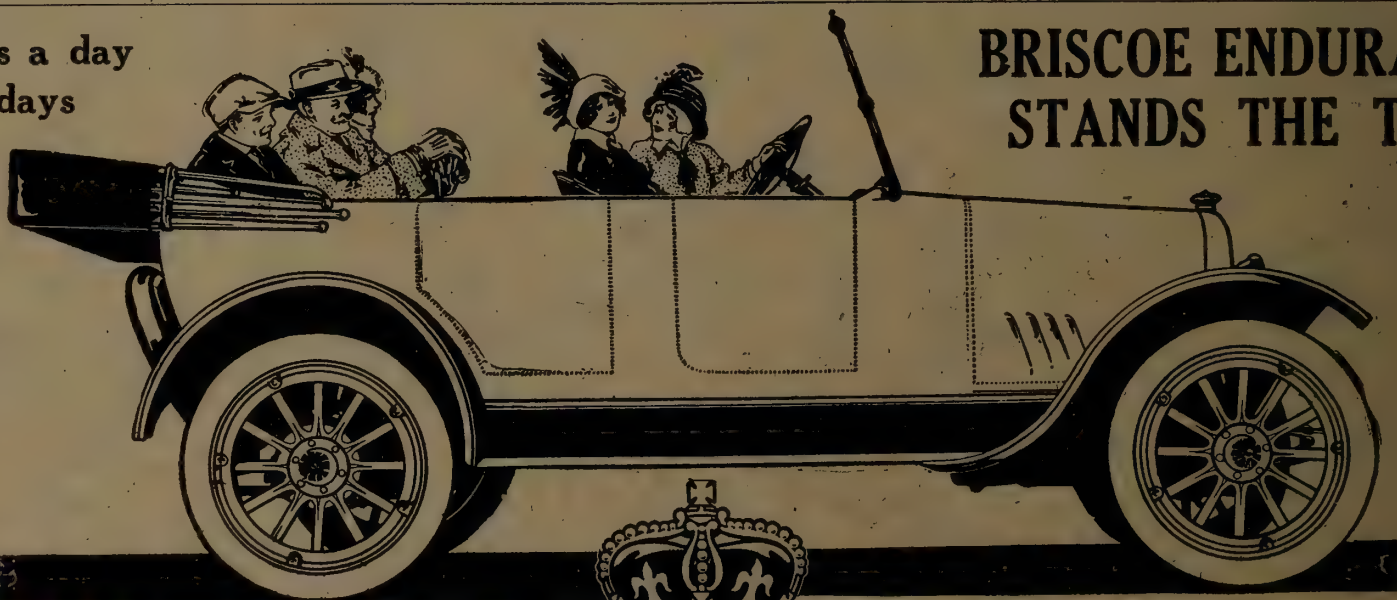
Capacity 125 bushels per hour. We manufacture Bull Dog Mills in eleven sizes. There's a type to suit every customer. Get the Agency.

*This year farmers will clean more grain for market than ever. No mill sold will fill their requirements as well as the Bull Dog*

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In the Briscoe  
10-Day, Non-  
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ance Run, the  
Briscoe  
"Wildcat"  
piled up 4,751  
Miles, Aver-  
aging 29.35  
miles per  
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## BRISCOE ENDURANCE STANDS THE TEST

Again the Half-Million Dollar Motor has delivered the goods. The 10-day Endurance Run has given the most convincing proof possible of Briscoe supremacy and Briscoe reliability. Ten days, 240 hours, steady performance without a hitch. And the Briscoe "Wildcat" was no specially assembled car—merely a service car that had already covered over 4,000 miles in rough and ready travel. Mr. Dealer, can you offer your customers any car of equal strength, reliability and mechanical

merit at the reasonable Briscoe price of \$1225 f.o.b. factory, tax paid? No car sold gives the purchaser more in-built value.

The Briscoe is the most profitable car for you to represent, because most prospective buyers can afford its reasonable initial cost. At \$1225 (Touring Car) and \$1205 (Roadster) with no "extras" the Briscoe upkeep is only half that of any other car of its size. Get our proposition regarding the Briscoe Agency.

**REPRESENT THE BRISCOE IN YOUR TERRITORY—THE CAR YOUR CUSTOMERS WANT**

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**The Canadian Briscoe Motor Co., Ltd.**

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Western Office: 156 Princess Street, Winnipeg, Man.



# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 10

WINNIPEG, CANADA, OCTOBER, 1918

SUBSCRIPTION PRICE IN CANADA (Per Year, \$1.00 Per Copy, 10 Cents)



Head Office: Winnipeg

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Established 1865

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Ideal Sleighs are made in all sizes: Steel or Cast Shoes.

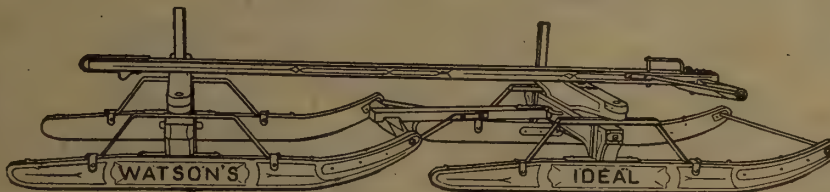
Note our Patented Trussed Bench. Runners—White Oak. Benches—Grey Elm or Oak.

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### Biggest Carrying Capacity

It's the way we make them. Size for size, carry heavier loads, have lighter draft, and hold the road better than any other Sleigh made. Farmers know—and ask for a Watson's Sleigh.

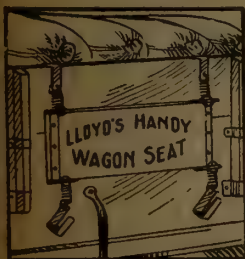
Special quality, seasoned, straight grained woods.

Runners have point of contact directly below bench.

Shoes, curved at rear, allow backing. Ride on top of road—No Skidding.

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Carry 600 lbs. with ease and are the lightest, most practical seats made. Get a dozen on your floor and watch them sell. We have a large stock on hand. Order your wagons less seats and supply the Lloyds. Write for full particulars and prices—to-day.

### LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS



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MANUFACTURED AND GUARANTEED BY THE  
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## Adams' Sleighs and Brantford Cutters



**M**OST every farmer throughout the country knows Adams' Sleighs favorably. He sees them at work on the road. His most up-to-date neighbor probably has one. He has very likely made up his mind that his next sleigh will be an "Adams" and all he wants to know is where to get it.

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We know from reports from hundreds of Cockshutt Agents that they find sales for Adams' Sleighs practically ready made, the result of prestige—reputation—and a record for hard, year-in-year-out service that can't be beaten.

Adams' Farm, Teaming and Logging Sleighs are made from the finest seasoned materials, and by experts who know how to make quality goods only.



There's a style and size to meet all the requirements of your trade. Ask for particulars to-day.

Thousands of Western Farmers are thinking about a new cutter right now. The Brantford Cutter will get you a big share of this business.

### WHEREVER A BRANTFORD CUTTER IS SHOWN IT WINS A SALE

That's because the line is big, handsome, and suited to every cutter requirement. It is also because the Brantford Cutter has the smart, snappy, up-to-date lines and appearance that every man likes. It is also because Brantford Cutters are KNOWN to have the service built into them that Canadian users demand—materials, workmanship and finish.



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# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 10

WINNIPEG, CANADA, OCTOBER, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10c.

## The Eastern Canadian Tractor Farming Demonstration

The fourth tractor farming demonstration to be held in Eastern Canada was staged at Cobourg, Ontario, on September 17, 18, 19 and 20. This exhibition of power farming was the largest held in Canada this year, and from the standpoint of the number of tractors entered a bigger event than any tractor plowing demonstration yet held in the Dominion. As regards the display of machinery for operation by tractors, however, the showing was not nearly so large as that seen annually at the farm machinery demonstrations in connection with the leading Western Canadian fairs.

From a climatic standpoint the weather man had a decided aversion to the Eastern Canadian demonstration. On every day it rained, so that it was almost impossible for the various companies to put on the work which they would have wished.

This incessant downpour, interspersed by periods of clear weather, obviously affected the attendance at the demonstration to a great extent, yet it is indicative of the interest taken in tractors and tractor farming implements by the Eastern Canadian farmers that they waded through the wet, also a consistency of mud that would have done credit to Flanders, and showed the greatest interest in the operation of the machines. Under such adverse climatic conditions that thousands of farmers came in their automobiles and by train, and investigated the power farming idea from every standpoint, shows that they did not come because of mere idle curiosity, but because of an intense interest in the use of modern power on the farm. Manager Van Vleet estimates that approximately 40,000 attended the event during the four days of the demonstration.

Over 75 firms had entered exhibits of their product at the demonstration, while approximately 100 tractors were in operation.

Cobourg is situated some 70 miles east of Toronto on the lake front and is a popular summer resort. It has an excellent rail ser-

vice, and while it was stated that the summer hotels charged only the regular rates, we most emphatically would not like to spend a vacation at Cobourg, from the standpoint of economy. Plowing did not start until the second day of the show, as a C.N.R. train was ditched a few miles from the town while transporting several carloads of tractors to the demonstration. About 600 acres of old, flat clay loam just to the east of the city limits were available for the demonstration, of an excellent nature for plowing, and different tracts were utilized on the different days. In the morning the various firms went in for private exhibitions, while in the afternoon two hours were spent in plowing. While the condition of the soil was good considering the heavy rains, the plows in some cases had difficult tracts to negotiate. That both plows and tractors did so well is a distinct testimony to the ability of the modern light plowing outfit to give good service under the most adverse weather conditions.

### The Men in Charge

P. G. Van Vleet, Toronto, as in past years, proved an ideal manager for the demonstration. He was here, there and everywhere, the busiest man on the grounds,

yet always having a moment to listen to one's troubles. A. E. Hildebrand, manager of the large tractor demonstrations in the United States, was in charge of the field work, and the smoothness of the arrangements proved Mr. Hildebrand's distinct ability for the carrying on of a demonstration.

### List of Entries

Aspinwall Canadian Co., Guelph, potato machinery.  
Avery Co., Peoria, tractors.  
Advance-Rumely Co., La Porte, tractors.  
Bateman-Wilkinson Co., Toronto, ensilage cutters.  
Banfield & Sons, Toronto, piston rings.  
Buda Co., Chicago, tractor motors.  
T. E. Bissell & Co., Elora, tractor implements.  
Buckeye Ditcher Co., Findley, Ohio, ditchers.  
Robt. E. Bell Eng. & Thresher Co., Seaforth, separators and tractors.  
Bailey & Son, Galt, milking machines.  
Chief Motor Co., Toronto, tractor motors.  
Case T.M. Co., Racine, tractors.  
Canadian Fairbanks-Morse Co., Toronto, lighting plants.  
Canadian Pneumatic Tool Co., Montreal, trucks.  
Canadian Rein-Drive Tractors, Ltd., Toronto, tractors.  
Cockshutt Plow Co., Brantford, tractor plows.  
Cleveland Tractor Co., Cleveland, tractors.  
Dauch Mfg. Co., Sandusky, tractors.  
De Laval Separator Co., Peterboro, dairy machinery and tractors.  
Empire Cream Separator Co., Montreal, milkers and separators.  
Electric Wheel Co., Quincy, tractors.

Emerson - Brantingham Co., Rockford, tractors.  
Ford Motor Co., Toronto, tractors.  
Gray Tractor Co., Minneapolis, tractors.  
Gilson Mfg. Co., Guelph, tractors and ensilage machinery.  
John Goodison Thresher Co., Sarnia, tractors and separators.  
Goold, Shapley & Muir Co., Brantford, tractors.  
Grace Motor Co., Toronto, power attachments.  
Grand Detour Plow Co., Dixon, plows.  
Peter Hamilton Co., Peterboro, cultivators.  
Hamilton Gear & Machine Co., Toronto, tractors.  
Hyatt Roller Bearing Co., Chicago, bearings.  
Hession Tiller & Tractor Co., Buffalo, tractors.  
Imperial Oil Co., Toronto, oils and greases.  
International Harvester Co., Hamilton, tractors.  
Roderick Lean Mfg. Co., Mansfield, harrows.  
R. A. Lister & Co., Toronto, lighting plants and tractors.  
John Lauson Mfg. Co., New Holstein, tractors.  
La Crosse Tractor Co., La Crosse, tractors.  
Massey-Harris Co., Toronto, tractors and plows.  
Macdonald Thresher Co., Stratford, tractors and separators.  
Moline Plow Co., Moline, tractors.  
Monarch Tractor Co., Brantford, tractors.  
National Tractor Co., Cedar Rapids, tractors.  
Northern Electric Co., Toronto, lighting plants.  
Oliver Chilled Plow Works, Hamilton, plows.  
Ohio Mfg. Co., Upper Sandusky, tractors.  
P&O Plow Co., Canton, Ill., plows.  
Port Huron Eng. & Thresher Co., Port Huron, tractors.  
Remy Electric Co., Chicago, batteries.  
Rock Island Plow Co., Rock Island, tractors.  
C. H. Rooke, Toronto, lighting plants.  
Sharples Separator Co., Toronto, cream separators.  
Sawyer-Massey Co., Hamilton, tractors and separators.  
Splitdorf Electric Co., Toronto, magnetos.  
Turner Mfg. Co., Port Washington, tractors.  
U.S. Tractor Co., Chicago, tractors.  
Universal Milking Machine Co., Columbus, milkers.  
Geo. White & Sons Co., London, separators.  
Wilcox-Bennett Carburetor Co., Minneapolis, carburetors.  
Waterloo Gasoline Engine Co., Waterloo, Ia., tractors.  
Waterloo Mfg. Co., Waterloo, Ont., tractors and separators.  
Indiana Mfg. Co., Indianapolis, grain saving devices.  
Parrett Tractor Co., Chicago, tractors.  
The farmerettes were in evidence at the demonstration, operating tractors pulling plows,



Farmerettes were in evidence at Cobourg Demonstration

(Continued on Page 6)



## Economy Tests of Case Tractors

			PLOWING						DYNAMOMETER					FUEL						
DATE	SIZE	SOIL	PLOWS—14-Inch	Net Time of Plowing	Depth of Plowing	Acres Plowed	Miles Per Hour	Acres Per Hour	Average Pull in Pounds	Draft Per Square Inch	Average Draw-Bar Horsepower Required to Plow at This Depth and Speed	Draw-Bar Horsepower Hours Per Acre	Total Draw-Bar Horsepower Hours	Total Gasoline Used Beginning Test	Total Kerosene Used	Total Fuel Used	Total Fuel Per Acre	Total Fuel Per Hour	Total Fuel Per Draw-Bar Horsepower Hour	Water Used Per Acre
July 29	10-18	Hard Gumbo Stubble Loose on Top	2	1 Hr. 49 Min.	5.33	2	3.38	1.1	1015	6.8	9.14	8.29	16.59	GALLONS						
														0	3.25	3.25	1.625	1.79	1.303	.25
July 28	15-27	Stubble Loose on Top	3	1 Hr. 59 Min.	5.64	3.10	3.3	1.55	1475	6.2	12.95	8.28	25.68	.125	6.5	6.625	2.13	3.34	1.71	.20
July 26	15-27	Gumbo Stubble Loose on Top	4	1 Hr. 59 Min. 6 Sec.	5.74	2.75	2.38	1.38	2313	7.2	14.64	10.5	29.06	.125	6.812	6.94	2.52	3.49	1.59	.09

Kerosene 43 B'e — 6.65 Lbs. per Gal.

The Case Kerosene Tractors taking part in the above tests are new sizes, the 10-18 and 15-27. They are creating a sensation among engineers. They brought advance-

ments which others are scheduling for later introduction. Case thus gives added evidence of its progressive policy. These new productions and these figures, announced

now to the trade, have not yet been given to the public, except the 10-18, which is commencing to be widely advertised to farmers.

## This Evidence Is Conclusive

Authorized and Certified by the Board of Tests, National Tractor Demonstration.  
Tests Held at Salina, Kansas, July 26 to 29 Inclusive

**H**ENCEFORTH every Case Dealer may quote the above figures, which give in detail all the performance records of the Case 10-18 and Case 15-27. You may well be proud of these results. They are authentic. We hold the certified records. And they are open to you, if anyone should dispute their correctness.

There is no need now to be without actual figures for answering questions. Conditions vary somewhat in different localities. Those at Salina were not the best on account of gumbo under loose, dry surface. The tractors used were stock machines. All regulations were made by the Board of Tests, composed of the foremost agricultural engineers.

Study these records. Note the power, the economy, the

rapid work. We have given all the facts which the average farmer wants in regard to work. In our literature and specifications we go into all the construction details.

So every Case Dealer may now present undisputable claims of superiority. Every comparison favors the Case. The farmer notes dozens of mechanical betterments. He knows that this concern builds only dependable products. A nearby Case Tractor is always a splendid testimonial. Point out that many thousands of Case Tractors are now in use, here and abroad.

By using these figures and our literature you have every advantage in selling Case Tractors.

In our advertising to farmers, we urge them to get the facts from you. So it behooves you to have them at hand.

We suggest that you present these definite facts to every prospect. Let "the other fellow" be indefinite. Invite your prospect to make comparisons. Then he is bound to choose a Case.

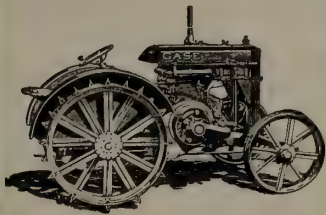
J. I. Case Threshing Machine Company, Inc. Founded 1842 1348 Erie Street, Racine, Wis.





**CASE 10-18**

Kerosene Tractor



### These Great Improvements Appeal to Your Customers

**1** Weighs only 3,400 pounds, little more than a team of horses. Low and compact with short wheelbase. Turns in 22 ft. circle. Stays on all fours.

**2** Rated 10 H. P. on drawbar, but develops nearly 14 H. P. Rated 18 H. P. on the belt but delivers about 24 H. P. This insures abundant reserve power.

**3** Four cylinder Case Valve-in-head motor. Removable head. Motor is set crosswise on frame, affording use of all straight spur gears. This conserves power.

**4** Belt pulley mounted on the engine crank shaft. No gears used to drive it. Pulley is part of the tractor, not an extra-cost accessory.

**5** All traction gears are cut steel, enclosed and running in oil. No bevel gears, chain, worm or friction drive parts.

**6** Case-Sylphon Thermo-stat controls cooling system and insures complete combustion of kerosene in the motor. Prevents raw fuel from passing by pistons and diluting oil in the crank case.

**7** Case air washer delivers clean air to carburetor. No grit nor dust gets into cylinders to minimize their efficiency and shorten their life.

**8** All interior motor parts lubricated by a combination pump and splash system. Speed governor, fan drive and magneto are dust proof and well oiled.

**9** Complete accessibility. No dismantling necessary. Removable covers permit you to get at parts quickly.

**10** Hyatt Roller Bearings in rear axle, bull pinion shaft and transmission case, Kingston ignition and carburetor. Five-piece radiator with a cast frame. Core is copper. Fin and tube non-clogging type.



## Tell Your Prospects These Facts About the Case 10-18

Based on Authorized and Certified Tests

Every farmer who comes to you wants to know definite facts. He buys the tractor of known performance.

Many dealers are not able to tell what their tractors will do. This is a real weakness.

We urge Case Dealers everywhere to take advantage of the figures presented in the results of the tests at Salina, Kansas. These figures are the latest and best. They are authorized and certified by the Board of Tests of the National Tractor Demonstration. This Board is composed of leading agricultural engineers.

The Case 10-18 made a splendid showing. We hold its certificate of performance—the basis of the figures quoted here. All details will be sent you upon request.

In showing a prospect the Case 10-18, tell him that in the test, this sturdy tractor pulled two 14-inch plows. The depth was  $5\frac{1}{2}$  inches, *average draw-bar pull 1015 pounds*. The amount of land plowed per hour was 1.1 acres. The total fuel (kerosene) per acre was 1.6 gallons. The total water per acre,  $\frac{1}{4}$  gallon.

These are specific facts every farmer appreciates. They form a basis for comparison. Hitherto there have been too many vague answers, too many evasions not intentional, but simply because the facts were unknown.

The Case Policy is to state the facts, and rise or fall on their merit. We are proud of the performance and economical operation of the Case 10-18. And you can rest assured that a farmer will have a mighty hard time finding records which equal the ones you are able to give.

The 10-18 is an acknowledged leader, embodying all the latest betterments.

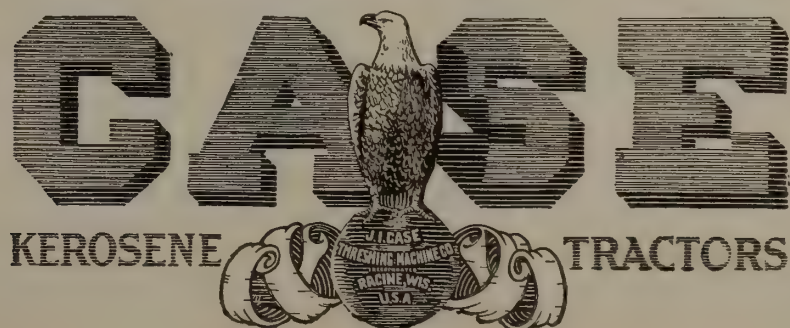
Dealers are invited to correspond with us in regard to any of the details of construction or operation of the Case 10-18, so that you may transmit to your prospects all the available facts.

Your sales will increase according to your familiarity with the product.

**J. I. Case Threshing Machine Company, Inc.**

(Founded 1842)

1348 Erie Street, Racine, Wis. U. S. A.





(Continued from Page 3)

discs, harrows, etc. Miss Viola J. Haley, of Cobourg, drove a tractor with three 12-inch bottoms behind it. Mrs. T. H. Hall, Cobourg, one of the I.O.D.E., who had never before sat on a tractor, did good work with a Neverslip, while Miss F. C. Chadlock and Miss O. Burrows drove International tractors. Sawyer-Massey,

### "Eclipse" Windmills ARE THE STRONGEST AND MOST DURABLE PUMPING POWER YOU CAN SELL



Pump more water for less money than any steel windmill built. "Eclipse" windmills have been in use on Canadian railroad water tanks for over thirty years. The strong, light, durable WOOD WHEEL permits slow speed and direct stroke. The direct stroke eliminates destructive high speed and gearing that reduces power. Few working parts on the Eclipse—it requires very little attention. Special preservative paint treatment ensures weather resistance.

#### Biggest Capacity and Power

Dealers—Don't contract for a windmill until you get full particulars of the "Eclipse." Write to-day.

The Canadian Fairbanks-Morse Co., Limited  
Saskatoon WINNIPEG Calgary

Lauson, National and Avery tractors also had, at times, drivers of the fair sex. A 14-year-old lad, F. Short, of Peoria, operated an Avery 5-10 h.p. machine.

#### Firms and What They Showed

The Advance-Rumely Co., La Porte, Ind., showed Oil Pull tractors in 12-20, 14-28 and 20-40 h.p. sizes, four in all, pulling three and four bottom 12-inch Oliver plows. The following were present: J. B. Benson, advertising manager in charge; Finley P. Mount, president; J. A. Perkins, sales manager; E. D. Lanigan, manager, Battle Creek branch, and E. N. Ward, manager, Toronto branch.

R. A. Lister & Co., Toronto, showed a 4½ h.p. "Manitoba" engine operating an ensilage cutter, also Lister engines and grinders. E. P. Smith, manager of the tractor department, was in charge. This company are distributors for the Avery Co., Peoria, Ill., who showed their complete line of tractors, separators, plows and cultivators. The following were present from factory: J. B. Bartholomew, president; L. R. Van Valkenberg, service engineer; E. M. Voorhees, secretary; F. M. Davis, vice-president, and a corps of salesmen.

Geo. White & Sons, London, had on display two 14-28 h.p. All-

Work tractors, one driving a 28x40 White separator. Present: A. W. White, manager; J. A. McIntyre, salesman, and J. Vabinder, factory superintendent.

The Oliver Chilled Plow Works, Hamilton, showed a full line of their tractor plows and also an interesting cinematograph display in their tent, illustrating Oliver plows in operation at the Salina, Kansas, demonstration. They were represented by Howard Seely, manager tractor plow department; T. A. Freeman; C. A. Siekman, advertising manager; J. C. Mergendollar, and R. H. Slinger, photographer.

The Ford Motor Co., Toronto, showed five Fordson 10-20 h.p. tractors and a motor truck. F. I. Fox and C. C. Keele, Toronto, were in charge.

The John Goodison Engine and Thresher Co., Sarnia, Ont., had a 20x38 separator operated by a 12-20 h.p. E-B. tractor; a 36x50 separator operated by another 12-20 E-B., and a 12-20 E-B. pulling a three-bottom 12-inch Cockshutt engine plow. The following were present: W. T. Goodison, president; F. W. Gigax, sales manager; W. D. Colby, representative, and D. Hallam and W. N. Goodison, experts.

T. E. Bissell & Co., Elora, showed a 7-foot double disc for tractor use and two 8-foot special reversible double action tractor discs. Bissell discs were shown behind Cleveland and Sawyer-Massey tractors. R. Ewing was in charge. Present: T. E. Bissell, president; T. C. Wardley, secretary, and B. L. Rothwell, from the Welland branch.

Bateman-Wilkinson, Toronto, showed their potato planters, diggers and sorters, also Climax ensilage and straw cutters. G. P. Wood, Toronto, was in charge of the exhibit.

Robert E. Bell, Engine & Thresher Co., Seaforth, showed a Waterloo Boy 12-25 h.p. tractor operating a 28x42 separator fully equipped. Three Waterloo Boy tractors were shown, one operating a three-furrow 12-inch Cockshutt plow. Present: Robert Bell, president, and L. H. Burns and J. G. Clark, salesmen.

The Cockshutt Plow Co., Brantford, Ont., had a fine line-up of 28 plows in operation during the demonstration. These comprised 81 bottoms, mostly in 10 and 12-inch sizes. The Cockshutt plows fully maintained their record for good work. Present: W. E. McFarlane, sales manager; C. R. Stiles, J. Russell and G. C. Scott, advertising manager.

The Parlin & Orendorff Plow Co., Canton, Ill., in their tent showed a three furrow 9-inch

"Victory" plow, especially produced to meet the British demand. This plow, with long moldboards after the English pattern, attracted much attention during the demonstration. W. H. Harrison, foreign representative, was in charge of the exhibit.

The Canadian Fairbanks-Morse Co., Toronto, distributors for the J. I. Case T.M. Co., Racine, Wis., showed four Case kerosene tractors in 10-18, 15-27, 20-36 and 20-40 h.p. sizes. These were plowing with Cockshutt and Grand Detour plows, while one operated a 20x28 Case separator. Type "Z" engines were on view in 1½, 3 and 6 h.p. sizes, also a line of feed cutters and grinders, cultivators and the Beeman garden tractor. The following representatives of the J. I. Case T.M. Co. were present: E. J. Gittins, vice-president; D. P. Davies, engineer; W. Ranney, foreign sales manager, and N. J. Rutledge, division manager; H. W. Thomas, A. H. Alfsen, Canadian representative, and E. B. Larsen and H. Anderson, experts.

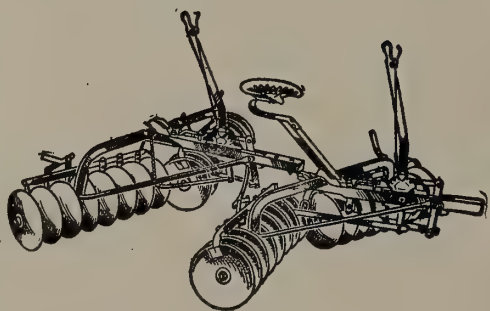
The International Harvester Co., Hamilton, Ont., showed their 8-16 and 10-20 h.p. Mogul, Titan and International tractors in operation. F. E. Breckenridge, manager of the Hamilton branch, was in charge. The following gentlemen were present from the Chicago head office: J. F. Jones, general Canadian sales manager; E. F. Bolte, E. C. Duffy, and B. M. Angle, advertising department. From Hamilton: F. E. Breckenridge, manager, and A. S. Allan, assistant manager. From London: J. A. McConory, manager, and J. S. McConkey, assistant manager. From Ottawa: M. J. Laughlin, manager, and W. Brouse, assistant manager. Montreal: A. W. Quinn, manager. St. John's: E. P. Thayer. Quebec: George Chicoine, A. E. Lundgren, superintendent of the experimental department, Hamilton, was also present and Clark Young in charge of a corps of experts. Misses Shadlock and Burrows were lady tractor operators. International motor trucks were shown in 1, 1½ and 2-ton sizes. The company anticipate a large Canadian demand for their truck lines. In the plowing field two 10-20 h.p. Titan tractors pulled three furrow 12-inch Hamilton plows, and two 8-16 h.p. Internationals two furrow 12-inch plows of same make. Deering drills, land rollers and Type A ensilage cutters were noticed at the I.H.C. exhibit. Two and three furrow 12-inch Hamilton plows were used.

The Buda Co., Chicago, showed two types of heavy duty tractor

## "Bissell" Disk Harrows

The Bissell Disk Harrows have great capacity for hard work, the disk entering the ground naturally and leaving behind it a finely pulverized soil.

This is the secret of good tillage.



The frame on the Bissell Harrow is directly over the gangs, the draught being well back where the work is being done. The horses do not have to carry the weight of the pole, levers, braces or frame. This feature is important, and herein lies one great advantage of Bissell Disk Harrows.

For over a quarter of a century the manufacturers of Bissell Disk Harrows have made a special study of this particular implement and spent years of time and effort in perfecting the present Bissell Disk Harrow. The result is that to-day it is acknowledged to be far in advance of any other similar implement for cultivation.

#### THE ESSENTIAL FEATURES

The Bissell Disk Harrows combine the important features of great capacity for hard work, thoroughness of cultivation, lightness of draught, ease on the horses, and strong, substantial, durable construction. Built also in sizes suitable for use with Tractors.

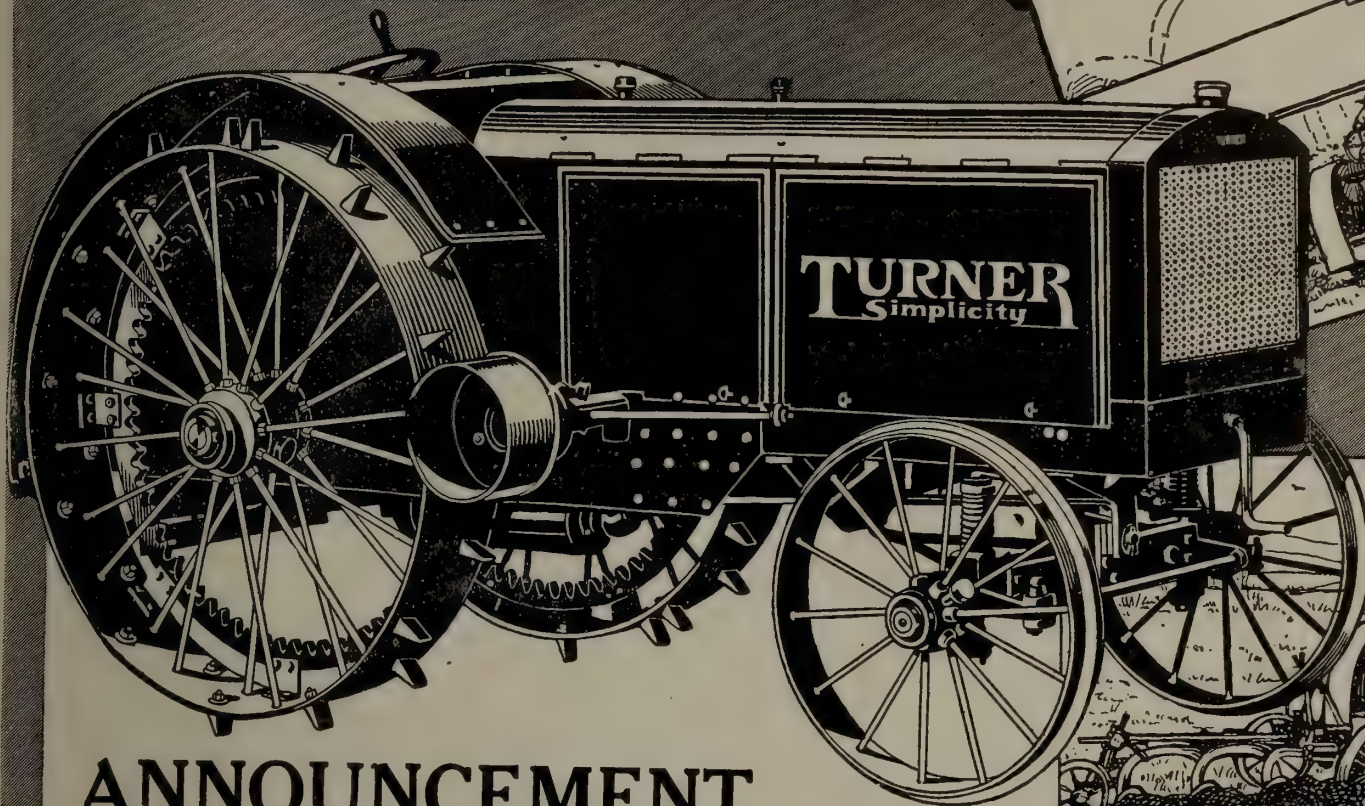
T. E. BISSELL CO., LTD., ELORA, ONT.

(Continued on Page 10)



# TURNER

## Simplicity



### ANNOUNCEMENT

**For Manitoba, Saskatchewan and Alberta Dealers**

The Turner Tractor Sales Co., 195 Portage Ave., E., Winnipeg, Man., have been made distributors of the Turner Simplicity Tractors for Western Canada, and will carry complete stock of Turner Tractor and extra parts, in Manitoba, Saskatchewan and Alberta

Not only will the Turner Tractor Sales Co. be in a position to make quick deliveries and give good service to their customers, but intimate and helpful co-operation will be given both new and old Turner dealers in building up sales throughout Western Canada.

### A MONEY-MAKER FOR FARMERS AND DEALERS

The various demonstrations and increased sales of Turner tractors have positively proven that the Turner tractor will plow at the lowest cost per acre, and do other field and belt jobs on the most economical basis. This economy is not merely low fuel cost but low up-keep and long life.

It is a simple, solid, sensible tractor—quality built through and through, with only tried-out standard parts. A powerful, four-cylinder, kerosene burning motor, Hyatt roller bearings, Perfex radiator, Dixie magneto, etc. Not a single untried feature has been used in the Turner.

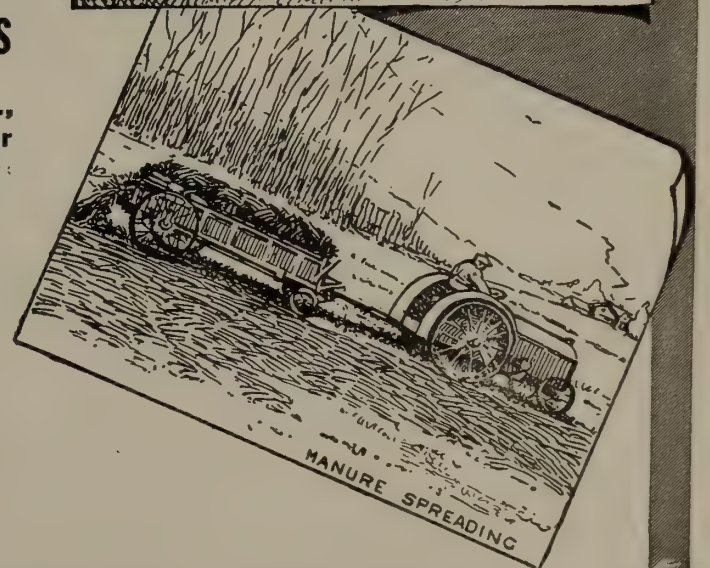
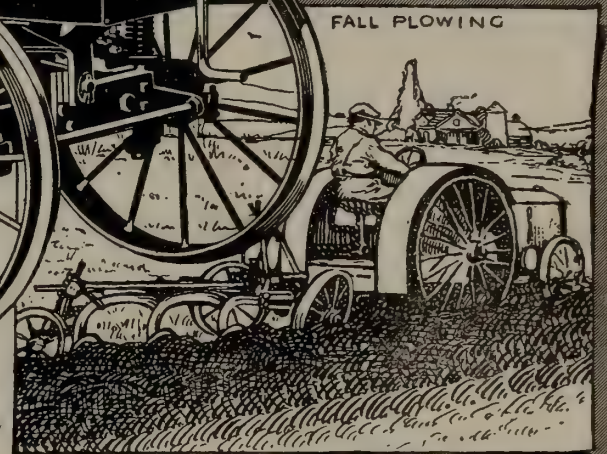
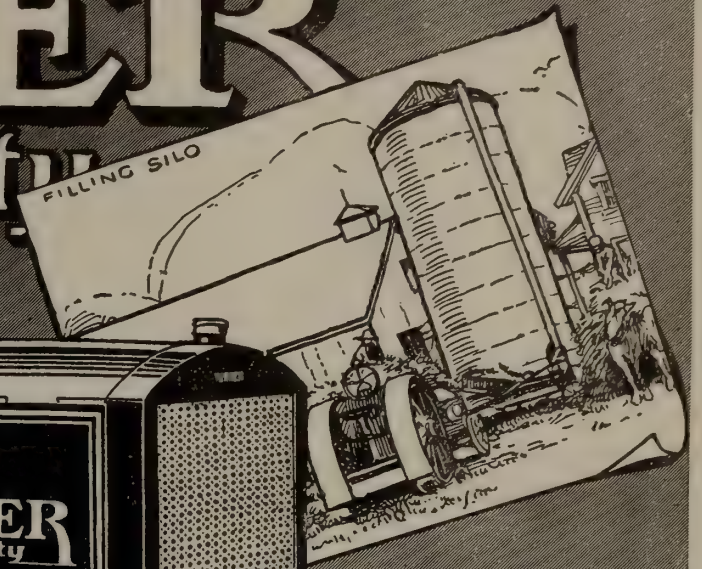
Built by engine experts with eighteen years of farm power experience, knowing the exact requirements of every kind of farm work.

OTHER DISTRIBUTING POINTS IN CANADA ARE:

Eug. Julien & Co., Quebec, Que., Can.

Maxwell's Ltd., St. Mary's, Ont. Can.

**TURNER MFG. CO.** 215 LAKE STREET Port Washington, Wis.  
For Eighteen Years Makers of the Turner Simplicity Farm Engines



Implement and Automobile Dealers in Western Canada desiring territory and a good money-making proposition are urged to write the Turner Tractor Sales Co., Winnipeg, Man. at once before other sales arrangements are made.





### Cream Separators Limited to Four Types

The U.S. War Industries Board has published its schedule for the elimination of unnecessary types of cream separators. The schedule for U.S. manufacturers of these machines is as follows:

Capacity: The manufacture of all hand power cream separators to be restricted to not more than one model, style or type in each of the following capacities:

Capacity A, 200 to 400 lbs. per hour.

Capacity B, 425 to 600 lbs. per hour.

Capacity C, 625 to 800 lbs. per hour.

Capacity D, 825 to 1,000 lbs. per hour.

This provision will, during the period of the war, limit each manufacturer to a maximum of four machines and during this period no new models or capacities are to be made and no manufacturer is to add to the number of models, types or capacities which he is now making, even though his present output is less than four.

Each manufacturer to restrict his output of separator bowls to but one type for all machines.

All machines and parts to be eliminated will discontinue, from a production standpoint, on January 1st, 1919. No materials for machines to be eliminated will be supplied after the end of October, except to complete machines in hand and partly finished.

### Separator Man Tells of Experiences at Front

Lieut. L. B. Sharples, treasurer of the Sharples Separator Co., West Chester, Pa., and son of P. M. Sharples, president of that company, has been in France for several months, serving on the firing line with the U.S. Tank Corps. In a recent letter to a friend, he says:

"This is a peculiar life in this time of turmoil; it is change, change, change. You no sooner get so you feel at home with one set of friends than—zip!—central cuts off the connection and you start out into a different life, different customs, entirely different work, sometimes even a different tongue.

"U. S. used to be the world's melting pot, but now France heads the list. Just count up the number of different nations, including their colonies, that are mixed up in 'this brawl—all guests of France. It is a great opportunity to compare national

traits and you will find most people true to type: The Irish are usually noticeable for their ready wit; the English officers for their reserved manner; the French for



LIEUT. L. P. SHARPLES

their polished politeness and the common French for their good humor; the Americans for being progressive and telling everybody about it; and all the veteran fighters of all nations for their extreme modesty

"Well, the boches seem to think they have the bases full and several runs, but there are two out and it looks as if we had some

## FARMERS WILL HAVE MONEY TO BUY MACHINERY

**T**HIS year farmers will have money to buy more machinery, for prices are high and a ready market will absorb all they can produce. Get after this business! Somebody is going to get it. Let it be yourself—by handling

### The TORONTO Line of FARM EQUIPMENT

The Toronto Line includes the best in Windmills, Gas Engines, Water Systems, Pumping Engines, Ensilage Cutters, Pumps, Tanks, Well Supplies, etc. A line complete in every detail. You are interested—write us regarding our agency proposition.

### ONTARIO WIND ENGINE & PUMP CO. (Western Branch) LIMITED

CALGARY

REGINA

WINNIPEG

# Why the Renfrew is Stirring Things Up in the Separator Business

**R**EAD this list of the Renfrew's up-to-date selling advantages and see if this machine has not all the ear-marks of a high-class business opportunity you should investigate:

- 1—The Renfrew saves enough cream to pay for itself. Its close skimming is proven by government dairy schools' reports.
- 2—Interchangeable capacity.
- 3—Self-oiling (needs oiling only three or four times a year).
- 4—Gears run in bath of oil.
- 5—Low supply can.
- 6—Tested for equivalent of fifteen years' farm use.

Those are some of the things that make the Renfrew a ready seller. If you are a dealer it will pay you handsomely to investigate our favorable terms. Write to-day for Renfrew literature and full particulars of selling proposition.

## Cockshutt Plow Company, Limited

WINNIPEG

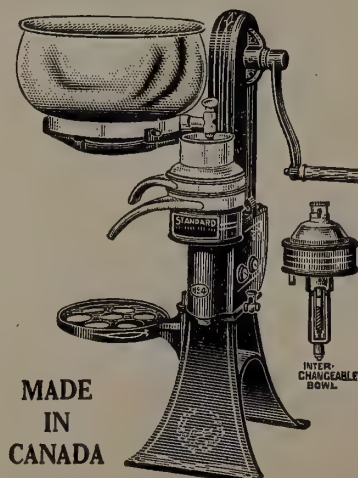
REGINA

CALGARY

SASKATOON

EDMONTON

*Renfrew*



"To increase the capacity I do not have to change the whole machine—just this bowl."



good innings ahead. It is going to be tough sledding for a while, but once we get that arrogant and selfish nation with its tail between its legs it will be another story."

### Levin Joins De Laval Company

The De Laval Separator Co., New York, announces the appointment as assistant advertising manager of Astolf Levin, for the last three years advertising manager of the Sharples Separator Company. Mr. Levin is an expert in publicity work, and has carried on excellent campaigns for the West Chester concern. With his experience and marked ability



ASTOLF LEVIN

Assistant advertising manager of the De Laval Company

he should be a valuable acquisition to the advertising department of the De Laval organization.

Another sign of the steady growth of the De Laval business is the erection of a large fire-proof manufacturing building, now nearing completion, at its Poughkeepsie factory.

Increased sales and advertising plans for 1919 are now being formulated which are more than usually intensive and aggressive. The sole thought back of these plans seems to be: "Even more assistance to De Laval agents during 1919."

These progressive moves, just at a time when the smaller separator concerns are trimming sails and marking time, are significant of the faith the De Laval Company has in the quality of its goods and the ability of its agents.

### New Concern Will Manufacture Cream Separator Equipment

The Dairy Equipment Co., of Springfield, Ohio, was incorporated in Columbus recently with a capital stock of \$100,000. The incorporators are: Charles L. Bauer, George L. Ohmart and

Paul P. Ohmart, of Springfield; W. O. Nelson, of Troy; Frank G. Mouse and C. W. Swallow, of Dayton. A statement from the company says:

"The Dairy Equipment Co. will sell and manufacture speed indicators and speed recording instruments for cream separators and milk clarifiers, and ultimately

will manufacture cream separators and milk clarifiers. The company claims that its indicator will save the farmer who owns twenty cows the average of \$500 per year. The indicator enables the farmer to turn his separator the correct speed.

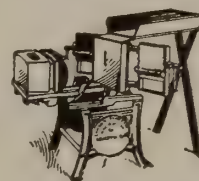
"The recording instrument records the speed of the machine,

giving the number of revolutions per minute the same is running, the time of day that speed is maintained, and will also show whether or not the machine is running in good condition."

Save, and Buy a Bond.

**DEALERS:** Write for our Money-Making Proposition to act as Agents for our Sewing Machines, Phonographs, Cream Separators and other lines where not represented.  
**BIG PROFITS—RELIABLE LINES**  
**DOMINION SEWING MACHINE CO.**  
300 NOTRE DAME AVE. WINNIPEG

**PATENTS**  
PATENT YOUR IDEAS  
Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.  
**Harold C. Shipman & Co., Patent Attys.**  
Central Chambers, Ottawa, Canada



### BUILD CONCRETE DWELLINGS

Silos or any class of buildings from Concrete Blocks.

THE LONDON ADJUSTABLE BLOCK MACHINE makes all sizes and designs of Concrete Blocks. Price \$65. Send for Catalog No. 3

Agents Wanted in all Unoccupied Territory  
**LONDON CONCRETE MACHINERY CO.**  
Dept. K, LONDON, ONTARIO.  
World's Largest Manufacturers of Concrete Machinery.



# The cream of the cream separator trade goes to the De Laval Agents

**THE DE LAVAL COMPANY, LTD.**

LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA.  
Sole manufacturers in Canada of the famous De Laval Cream Separators and Ideal Green Feed Silos, Alpha Gas Engines, Alpha Churns and Butter-Workers. Catalogues of any of our lines mailed upon request.

WINNIPEG

VANCOUVER

MONTREAL

PETERBORO



(Continued from Page 6)

motors. L. R. Smith, sales manager; P. J. Dasey and G. B. Wright were present.

W. H. Banfield & Sons, Toronto, distributors for the McQuay-Norris Co., St. Louis, showed samples of the Leak-Proof piston rings. W. J. Young was in charge.

The Peter Hamilton Co., Peterboro, showed a 17-tooth power lift cultivator for tractor use; a 13-tooth stiff tooth power lift cultivator, and a sample of their "Tornado" 12-inch ensilage cutters. A. R. Nichols and J. J. Lillico were in charge.

The Moline Plow Co., Moline, Ill., showed four Moline Universal tractors, two pulling three 10-inch Moline bottoms. One operated a Moline binder and one a 7-foot tandem disc. Present: A. Carlmark, sales manager for Can-

ada; H. L. Thompson, engineer; M. Auchmoody, Poughkeepsie, and Messrs. Irwin and Lingren from the factory.

The Imperial Oil Co., Toronto, in their booth, had a complete exhibit of their tractor oils and greases.

De Laval Separator Co., Peterboro, are eastern distributors for the John Lauson Mfg. Co., of New Holstein. They showed two Lauson 15-25 h.p. tractors pulling three and four furrow 12-inch Cockshutt plows. The company also showed "Alpha" engines in 1½, 3½ and 6 h.p. sizes, and an "Alpha" lighting plant. The Acme ensilage cutter, in two sizes, was also shown. C. D. Cook was in charge of the exhibit, assisted by Messrs. Hughes, Dutton, Webster and Clare.

The Windsor branch of the Cleveland Tractor Co. have on

view two Cleveland tractors, 12-20 h.p., pulling three bottom 12-inch Cockshutt plows. The efficiency of these machines in hauling discs and cultivators was demonstrated. W. G. Bell, Canadian sales manager; R. D. Hodgkins, general sales manager, Cleveland, and L. W. Halley were in attendance, also C. McCreery, Western Canadian representative for the company.

The Macdonald Thresher Co., Stratford, showed two of their 12-22 h.p. Decker tractors pulling three furrow Cockshutt plows. A 24x40 separator was also shown.

The Empire Cream Separator Co., Montreal, showed the Empire mechanical milker and a line of Empire gasoline engines. F. J. Doughty, Peterboro, was in charge.

The Sharples Separator Co., Toronto, showed the Sharples suction feed separators and Sharples mechanical milkers. They were represented by W. N. Stafford and O. P. Maclean, manager of the Toronto branch of the company; also Dundee Bros., local agents for Sharples products.

The Splitdorf Electrical Co., Toronto, showed a line of their magnetos for tractor ignition; stationary engine magnetos, and Dixie magnetos for aeroplane engines. E. P. Gould, sales manager, Chicago, was present. Exhibit was in charge of C. K. Nelson, manager for Canada.

The Hyatt Roller Bearing Co., Chicago, showed a large variety of Hyatt roller bearings for tractors and implement use. William A. Scharon, advertising manager, was in charge, assisted by C. A. Johnson, sales engineer, and G. H. Woolley, dynamometer expert, who, during the demonstration, took tests of several tractors, in-

cluding the Hessian, Rein Drive, and others.

The Aspinwall Canadian Co., Guelph, Ont., showed their potato diggers in operation behind various types of tractors.

The Hamilton Gear & Machine Co., Toronto, had in operation one of their Straight-Line tractors, a machine of good design and very efficient. They were represented by Mr. Robertson.

The Hessian Tiller & Tractor Corporation, Buffalo, showed three of their tractors, one fitted with rubber tire wheels for road use. The Hessian models were pulling three furrow Oliver plows. Present: E. R. Pendleton, engineer; L. B. Cravath, sales manager; C. S. Mooney, general manager, and C. H. Davis, sales department, also three engine experts.

The Port Huron Engine & Thresher Co., Port Huron, Mich., showed two 12-25 h.p. Port Huron tractors which were handling three furrow 12-inch Oliver plows. The company was represented by: W. Matthews, sales manager; E. E. Hunter, salesman, and F. Christian, expert.

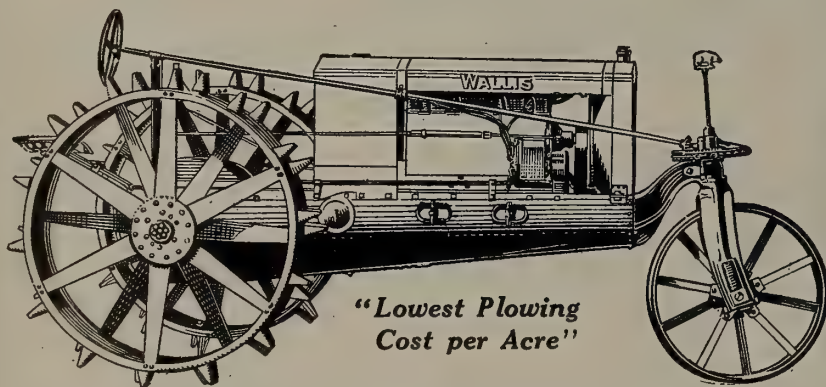
Monarch Tractors Ltd., Brantford, Ont., showed Neverslip tracklayer tractors in three sizes—6-12, 12-20 and 18-30 h.p. The latter handled a three furrow 12-inch Cockshutt plow, while the other tractors showed their adaptability for belt work. Present: D. G. Spencer, factory superintendent; C. E. Brown, manager; N. L. Smith, salesman, and operators.

The Renfrew Machinery Co., Renfrew, Ont., Eastern Canadian distributors for the Happy Farmer tractor, showed a Model A, 8-16 h.p., and two Model F, 12-24 h.p. Happy Farmer machines. The 8-16 was pulling three 10-inch and the 12-24's three 12-inch Cockshutt plows. The Happy Farmer tractors aroused great interest by plowing unattended, as the operators strolled along beside them. Present: N. Hamilton, Canadian sales manager, and F. D. Vickers, general manager, along with five salesmen. From the LaCrosse factory: O. B. Dibble, sales manager, and E. W. Lewis, tractor and plow expert.

The Massey-Harris Company, Toronto, showed three of their 12-25 h.p. Massey-Harris tractors, which were operating three furrow 12-inch Massey-Harris plows. These tractors made a fine showing and are very popular, if one may judge from the comments of the eastern farmers. Present: R. W. Warnock, superintendent of tractor department; D. B. McPherson, assistant sales manager;

## WALLIS

### AMERICA'S FOREMOST TRACTOR



"Lowest Plowing  
Cost per Acre"

## THE LEADING FARMERS BUY IT

IN EVERY community in Canada there is a group of farmers who have the best crops, the best livestock, the best implements. They are the acknowledged leaders. What they buy other farmers buy.

These leading farmers are the kind who buy the Wallis tractor.

They buy the Wallis because it is a quality machine—of most advanced design—the highest development of power, light weight, durability and economy.

They choose it upon such basis as "low cost per acre plowed"—30 per cent more power from each gallon of fuel—minimum repair expense, etc.

Due to simplified design and the use of high grade materials only—com-

bined with most skilful and critical workmanship—this advanced type tractor is acknowledged America's foremost.

Records of economical service on farms in the United States, Canada, Mexico, England, France and Italy prove this.

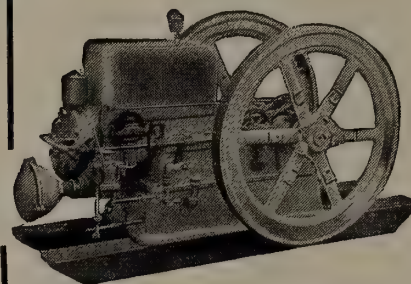
The Wallis offers progressive dealers a connection with one of the oldest implement houses in America. It offers also the opportunity to become associated with America's Foremost Tractor in a field which is destined to be one of the richest. Write for our new catalog which pictures and describes the Wallis in detail.

We will be glad to forward you full particulars and the liberal Wallis proposition. Remember, we also handle J. I. Case Tractor Plows—giving you the most efficient power combination you can sell your customers.

**PROGRESSIVE DEALERS WILL SELL THE WALLIS**

**The Canadian Fairbanks-Morse Co., Limited**  
Saskatoon WINNIPEG Calgary

## Be Ready to Furnish Your Customers with Manitoba Crushing and Sawing Outfits



**Throttle Governed Kerosene Engines, of 3½, 5½, 7, 9, 10, 12 and 14 H. P. Grinders and Roller Crushers, Steel and Wood Saw Frames to suit. Fall Prices now out. Have you the Agency?**

**Manitoba Engines Ltd**  
Manufacturers at Brandon, Manitoba  
PHONES 2943 and 2964

(Continued on Page 34)



## A Message to Canadian Dealers!

**A**T this time, when Canada and the United States are so closely linked, it is especially fitting that Canadian dealers should recognize the superiorities of the Separator and Milker that are *every inch American*.

P. M. Sharples, President of the Sharples Separator Company, invented the first American Cream Separator. For over a third of a century he has been manufacturing and improving this remarkable saver of butterfat.

Likewise, the Sharples Milker was the earliest perfected modern milking machine in the United States.

Dealers in the United States are urging their customers to install Sharples equipment, as it aids towards saving butterfat, maintaining milk production, and rendering real aid in winning the war.

Sharples Suction-feed Separator is the *only* Separator that *skims clean at any speed*. All other separators lose butterfat when turned *under speed*—the annual waste from this cause being over 80,000,000 pounds of butterfat. Universal use of the Sharples Separator would save it all. No discs or blades in the Sharples bowl makes it easy to clean.

Sharples Milker is the only milking machine that squeezes and massages the teats while milking. It is the world's fastest milker—and a big labor-saver.

The United States and Canada have largely the responsibility for providing the Allies' food supply. Through the elimination of waste and the saving of man-power, the Sharples Separator and the Sharples Milker are doing yeoman service. It is especially wise now to urge upon your customers the purchase of machines that will do the most efficient work at the least cost, and produce the greatest amount of food.

If you are not acquainted with the Sharples dealer proposition, and the remarkable work which Sharples machines are doing on thousands of farms, write us to-day.

# SHARPLES

THE SHARPLES SEPARATOR COMPANY TORONTO, ONT.  
REGINA, SASK.

THE MITCHELL & MCGREGOR HARDWARE COMPANY - - BRANDON, MAN.

Distributors for Manitoba



### Material Supply in British Implement Industry

It is evident that Great Britain is following the steps of the United States in securing the raw material requirements of farm machinery manufacturers in that country so that a supply may be assured for future production. The Agricultural Machinery Department of the British Ministry of Munitions has issued an enquiry permit form to the various plants, requiring forms filled in with particulars of the weights and quantities of iron and steel and other materials needed in the coming season for implement manufacture. The form is a somewhat formidable one, but emphasis is laid by the department upon the fact that an application relating to any article must

be confined to one line, which simplifies the work considerably, and if the principle underlying the return is once mastered, and care exercised in adhering as much as possible to simplicity in the matter of replies, the end aimed at should be realized in Great Britain.

### Salesmen's Convention Held by D. Ackland Organization

From September 25 to 28 the travelling staff and executive of Messrs. D. Ackland & Son held their annual convention and rally at the Winnipeg headquarters of the company. This year's convention was of even more importance than those held in former years, as the Ackland interests have discontinued manufacturing and are now bending all their

energies to the selling side of the business. Many new lines are being added and the company report an excellent demand for their lines from all over Western Canadian territory.

The convention took the form of a series of conferences at which one and all gave their views on the business transacted during the past year. Future operations were carefully gone over and the salient selling features in the new lines handled by the company were analysed. Many helpful suggestions were brought out by this general get-together spirit, marked by the intimacy and co-operation which are inseparable

old and new. A toast was drunk to the welfare and safe return of Capt. Clifford Ackland, M.C., who has been "over there" for over two years.

The cut-out was applied to the story-tellers and the party wound up the evening at the Walker Theatre, where the title of the musical comedy was "Going Up." In view of the present trend of prices, the salesmen thought this most appropriate.

The following gentlemen attended the various sessions of the convention: J. W. Ackland, president and general manager; G. B. Corke, secretary-treasurer; F. G. Wright, director; A. Matheson, sales manager, and R. Walker, manager of the Calgary branch.

From the field the following salesmen, who cover the territories named, were present: J. W. Atkins, Northern Alberta; A. M. Dixon, Central Alberta; George Ellis, Southern Alberta and British Columbia; Mark Johnston, Southern Saskatchewan; M. G. McDougall, Northern Saskatchewan; W. O. Forsyth, Northern Manitoba; J. E. Lennox, Eastern Manitoba and Western Ontario, and W. J. Hansen, Western Manitoba.

The representatives of the company voted this year's convention the best yet and returned to their various centres full of "pep" and enthusiasm and ready to pile up a record year's business.



J. W. ACKLAND

President and General Manager of D. Ackland & Son, Ltd., Winnipeg, the heavy hardware and wood goods concern. The company has shown remarkable development since it started 28 years ago. Mr. Ackland has controlled its destinies for over 20 years.

from the Ackland sales force. The various representatives of the company and the officials at the head office are very optimistic as regards the outlook for next year's business.

On the 26th, through the courtesy of an invitation from West-Woods Limited, the entire sales organization paid a visit to the factory of that concern, which now manufactures the implement woods and other lines marketed by D. Ackland & Son. An interesting and instructive afternoon was spent following the factory operations and seeing how the goods are produced. This experience should be invaluable to the salesmen, who thus gain a knowledge of the line from the raw timber to the finished product.

In the evening a dinner was held in the St. Charles Hotel, at which a couple of happy hours were spent while the Grade I story-tellers entertained the company by a drum-fire of tales, both

### International Truck Catalog

The International Harvester Co., Chicago, have issued a very interesting catalog dealing with the I.H.C. line of motor trucks, which range in capacities from  $\frac{3}{4}$ -ton to 2-tons. A feature of the book is a fine array of photographs of the company's trucks, as used by companies in every conceivable branch of industry. The adaptability of the truck for farm use is also shown, and the way in which the farmer uses trucks for hauling milk, live stock, dairy produce, grain, etc. Interested dealers should write for a copy of this catalog, which shows vividly the importance of the motor truck as a transportation unit.

### Depends on the Operator

A capable man will make a success with a mediocre tractor. Put the best tractor built in the hands of a man who will not care for it, or who does not know how to care for it, and it will not be a success. The thing that will make the capable operator is education, a fact the dealer should never forget.

Saving is true patriotism.

12-25  
H.P.

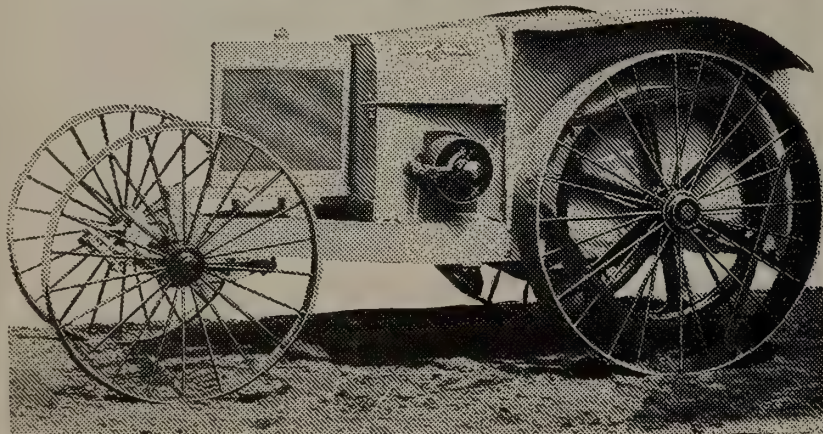


Handles  
3 14-inch  
Plows

## You Only Have to Sell a Parrett Once

THE SERVICE IS BUILT INTO THE TRACTOR

At the Salina (Kansas) Demonstration the Parrett Tractor Made a Non-Stop Run of 103 hours, 19 minutes



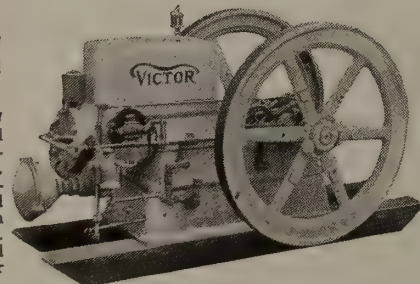
In Western Canada, the Parrett has demonstrated, time after time, its ability to give constant, dependable service. Pulls three plows under average conditions and handles belt work up to a 24-inch separator. Burns kerosene perfectly. To the dealer the Parrett means increased sales and decreased service—hence satisfactory, profitable business. Get the Parrett contract for 1919.

**SPECIFICATIONS**—4-cyl. vertical engine,  $4\frac{1}{4} \times 5\frac{1}{2}$ , positive feed oiling system. Wheel base, 92 in., width 6 ft., length 12 ft. Two speeds forward,  $2\frac{1}{2}$  and 4 m.p.h.; one reverse. Frame, 7 in. channel steel, braced and trussed; ample cooling surface; direct drive for belt work; self aligning ball bearings; low center of gravity; turns in small radius. Get full particulars.

### "VICTOR" ENGINES

Not only Good Engines, but Good Sellers and Better Servers

Sizes—Stationary, skidded,  $1\frac{1}{2}$  to 17 h.p. Portable, 6 to 17 h.p. Simple, well designed, finely constructed. Built especially to burn coal oil. Hopper cooled. Ignition, Webster magneto—no troublesome batteries. Easily started. Equipped with throttling governor, ensuring even speed and economy in fuel consumption. Machine cut gears; best quality steel throughout. An engine that ensures your customers maximum value and long service.



DEALERS: ASK FOR CONTRACT AND FULL PARTICULARS

The New Home Machinery Co., Ltd. Saskatoon, Sask.

Distributors for Saskatchewan

Francoeur Bros. - Camrose, Alta.

Distributors for Alberta

Mitchell & McGregor, Ltd. - - - Brandon, Man.

Distributors for Manitoba



# Make More Profit With Less Effort!

Let the Viking Build a Big Separator Business For You, As It Has for Thousands of other Dealers



The Strongest  
Guarantee  
Ever  
Written

Every time you sell a separator you make a **greater margin of profit**—if it's a **Viking**. Sales are easier because it is **lower in price** and satisfies the buyer in every respect—no other machine at any price **"gets"** a **higher percentage of cream**.

The **Viking** is not a "cheap" machine. It sells at a low price **only** because more economical production facilities in the **largest separator factory in the world** makes this possible. The work it does is equal to any retailing at the highest price.

## VIKING CREAM SEPARATOR

has proved its superiority. It is sold and used in countries all over the world—**more than one million in use**—wherever dairying is conducted on a very scientific basis.

### WHY THE VIKING SELLS SO FAST

Viking selling points make sales easy—low price, simplicity, thorough construction, ease of operation and cleansing, larger capacity than any other separator of equal rating and the **strongest guarantee ever written**.

You make larger profits on the individual sale, invest less money, turn your money over faster and practically control the separator business in your territory.

Write for full particulars of our co-operative advertising to help you sell the Viking and for discounts, prices, etc.

**SWEDISH SEPARATOR COMPANY**  
Department I., 507 South Wells Street, Chicago, Illinois

**VIKING GUARANTEE**  
We guarantee that the Viking Cream Separator is one of the highest grade, finest constructed machines of its kind built.  
We guarantee that the material is excellent. Nothing but the very finest grade of iron and steel are used.  
We guarantee the workmanship to be perfect. The Viking Cream Separator is made in the largest separator factory in the world. Only skilled labor is employed.  
We guarantee that the Viking will stand to a mere trace.  
We guarantee more capacity than is found in other separators of equal rating.  
We guarantee the easiest running separator ever built. The Viking is probably the easiest running separator in the market. All the gears are closely connected, making action immediate when you move the crank.  
We guarantee that the Viking is easy to wash and keep clean. The bowl is light weight and easy to handle.  
We guarantee that the Viking separator is strong, heavy, good looking, durable, and that with reasonable care and attention, it will last many years.  
We guarantee to replace free of charge, at Chicago, any parts returned to us here which are defective in material or workmanship.  
The Viking is unconditionally guaranteed for a lifetime.  
We agree to give you factory service during the entire life of the separator.  
You can at any time return any part or parts to us at Chicago and we will repair these parts for you free of charge—unless you agree that the fault is yours and not ours and that you should pay the cost of the repairs.  
Swedish Separator Company  
CHICAGO, 515 South Wells Street  
ILLINOIS



### Famous Bull Purchased

P. M. Sharples, president, and Dale E. Andrews, advertising manager of the Sharples Separator Co., West Chester, Pa., recently purchased for the Greystone Jersey Farm, Inc., West Chester, Pa., the great Jersey bull, "Financial Sensation." This animal is said to be the best bull in the world, and the above gentleman paid \$30,000 for a half interest in him. The Sharples men could not buy the bull outright as the owners, the Waterloo Jersey Farm, Waterloo, Iowa, insisted on keeping a half interest in him, using him six months of the year on their herd at Waterloo.

Messrs. Sharples and Andrews also purchased twenty line-bred "Financial King" females as a foundation herd, and expect to have a herd of about 100 females in the Greystone barn by spring.

P. M. Sharples has been a prominent figure in the U.S. dairy industry for nearly 40 years. He is the inventor of the Sharples cream separator and Sharples milking

Inc., was organized recently and took over the beautiful dairy buildings and equipment of Mr. Sharples' Greystone estate. Under the management of Mr.



machine. It is but natural, therefore, that Mr. Sharples should be interested in dairying and that he should desire to procure as fine a herd of pure-bred dairy cattle as can be procured.

The Greystone Jersey Farm,

Andrews, who is an authority on dairy farming, the greatest foundation herd of Jersey ever brought together has been secured and will soon come to Greystone. Among these are descendants of Financial King, Sans Alois, Financial Fern Noble, Financial Beauty King, and other noted Jerseys.

### Exposition Well Attended

The Automotive and Accessories Exposition held in Chicago on the \$5,000,000 municipal pier, from September 14 to 21, was well attended. Automobile dealers who face the possibility of not being able to get any new cars next year were there to try to line up on the truck and tractor business. Many implement dealers who see the necessity for taking on the tractor were present and made contracts.

### Swedish Separator Co. Hold Convention

Sales representatives and distributors of the Swedish Separator Co., Chicago, met in their annual sales convention at the general offices on September 3, 4 and 5. The meetings were presided over by W. M. Warren, general manager of the company.

Many addresses were made by members of the organization and by other speakers who came to the convention upon invitation. The subjects ranged from trade acceptances and shipping to why Germany cannot win the war, and covering all phases of sales, advertising and dairying.

The convention was an inspiration to the whole organization, and every man left with a determination to exceed all previous sales records that waste of butter-fat on farms might be prevented.

### New Hart-Parr Brake Test

According to the official report of the demonstration committee the New Hart-Parr at Salina in an official brake horse-power test the length of which was thirty minutes at constant load, with the average motor speed of 731.8 r.p.m. an average brake horse-power of 31.13 was maintained. The test was made when a Government thermometer showed the temperature to be 109 degrees in the shade, but at no time was the temperature of the water in the radiator more than 175 degrees Fahrenheit. This tractor is handled by Hart-Parr of Canada at Winnipeg and Regina.

### Keeping a Repair Record

A Wisconsin implement dealer has worked out a system for keeping a check on repair orders which will be adaptable to many Canadian farm machinery dealers' establishments.

Whenever a repair order is made a complete record is made out on a repair sheet, which is divided in columns with the following headings: "Ordered by," "When," "Number of Part," "Make of Machine," "Ordered by (Mail) or (Phone)," "When Received," "Cost," "Delivered," "Paid or Charged," and "Remarks." With his book of record sheets before him the dealer can tell at a glance just how many repair orders he has on hand and identify each order and each part as it arrives.

### Iowa's First Annual Tractor Show

Iowa's First Annual Tractor Show, to be held at the Coliseum, Des Moines, Iowa, December 2-7, 1918, in connection with the 23rd annual convention of the Iowa Implement Dealers' Association, bids fair to be the most elaborate exposition ever held in Iowa.

### Victory Tractor---A New Machine

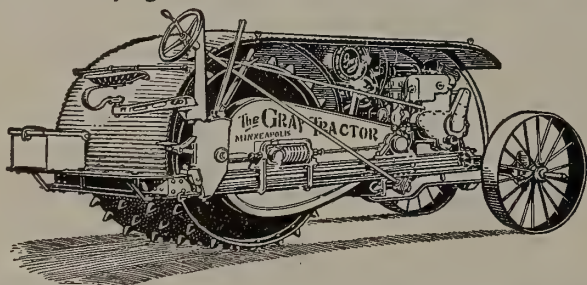
Reed and Glaser, consulting engineers of Indianapolis, have designed a new tractor which will be manufactured by the Victory Tractor Co. of Greensburg, Ind. The Victory is rated at 9-18 h.p., and is said to handle two 14-inch plows under all conditions. The Victory weighs 3,200 lbs. The motor is a Lycoming, with four cylinders 3½ x 5-in. All gears are completely housed. It is completely equipped with electric lighting and starting system.

It's also a long stock that has no turning.

## GRAY "The Tractor with the Wide Drive Drum"

Pulls Four Bottoms in Any Soil

Ask us for 50-page Illustrated Booklet about the Gray



### VALUE OF WIDE DRIVE DRUM TO FARMER

From the farmer's standpoint the Wide Drum has two distinct advantages aside from furnishing large traction service. At plowing it crushes weeds, stalks or trash ahead of the plows so that the vegetation is turned under and completely covered. The Gray's weight is distributed over a wide surface, reducing the pressure per square inch on the soil. Hence it works to advantage on soft plowed soil and leaves no ruts or wheel tracks. The United States Government has since June, 1918, ordered more than One Hundred and Fifty for use in France.

### SOME DISTRICTS USING GRAY TRACTORS THIS YEAR

MANITOBA	SASKATCHEWAN	ALBERTA
Swan River Valley	Regina	Bassano
Woodlands	Lemberg	Hussar
Stony Mountain	Rouleau	Medicine Hat
Winnipeg	Wiseton	Cowley
Headingley	Sperling	Brooks
Winkler	Plato	Calgary

Although the Gray was only introduced into Canada at the beginning of this year, it is selling rapidly. Farmers in the above districts are using Grays—some of them as many as three machines. All kinds of soil and working conditions are found in the above localities. We will gladly give you the names of Gray Tractor owners, because "seeing is believing," that the Gray is THE Tractor for Western Canada.

ORDER NOW IF YOU WANT A GRAY BEFORE FREEZE-UP

Write for Booklet to

**GRAY TRACTOR CO. of CANADA LTD.**

307-309 Electric Railway Chambers

Winnipeg, Man.

ALBERTA DISTRIBUTORS

M. D. PEEVER, CALGARY, ALTA.



## CUSHMAN ENGINE SERVICE ASSURES the Cushman Dealer Permanent, Profitable Business Sizes from 4 to 20 H.P. --- The Original Binder Engine

Cushman 4-Cycle Engines are the All-Purpose Farm Engines. Built Light—Built Right. More efficient and longer lived because of lighter weight, higher speed, reduced friction and lower operating cost. Weigh only about one-fifth as much per horse-power as ordinary farm engines, but are so accurately balanced they run more steadily and quietly. 4 H.P. weighs only 190 lbs.; 8 H.P. only 320 lbs.; 15 H.P. only 780 lbs.; and the 20 H.P. only 1200 lbs. Sensitive throttle governor assures economical operation. High tension, dual ignition system. Schebler carburetor. Forced water cooling. Double annular ball bearings. Automatic oiling device. Special clutch pulley furnished as regular equipment. Dealers, ask for full particulars of the Cushman Light Weight Engine.

## THE DUAL GRAIN CLEANER and Separator has revolutionized Grain Cleaning methods. Let us tell how



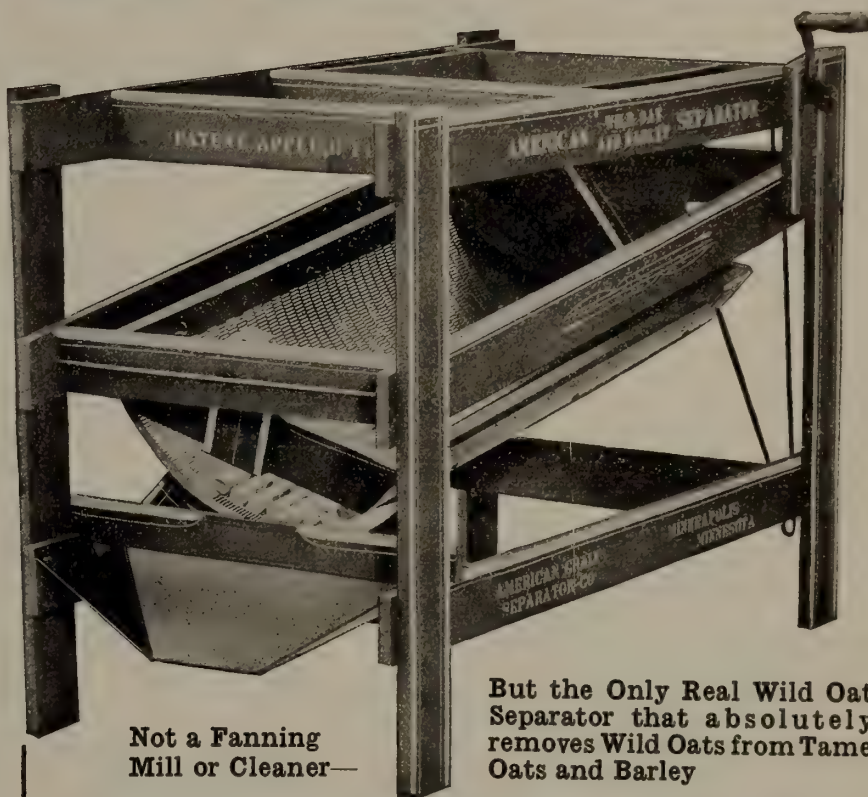
Three times the capacity of old  
type Mills of equal width

Made in Two Sizes :  
24 and 32 inches wide

One run through this machine takes out all wild or tame oats, king heads, thistles, etc. Cleans all kinds of grain perfectly. Double screens and sieves give immense capacity and do perfect work in conjunction with the side shake combination blast and repeat system. The double gang and cut off system are exclusive features found in no other mill. Any desired portion of grain can be elevated and re-run, removing dockage to any desired degree. No separator made has more selling points. Write for literature and agency.

CUSHMAN ENGINES MEET  
EVERY FARM REQUIREMENT

## THE AMERICAN WILD OAT AND BARLEY SEPARATOR AND CLEANER



Not a Fanning  
Mill or Cleaner—

But the Only Real Wild Oat  
Separator that absolutely  
removes Wild Oats from Tame  
Oats and Barley

### Grades the Grain for Seed to a Uniform Size

The long, slotted zinc sieve is perforated absolutely uniform. Patented slats, working over this rocking sieve, keep it clean all the time while steadily distributing a thin, level layer of grain over the FULL SURFACE of the sieve. Every kernel must come in contact with sieve; no kernel smaller than the perforation can go over. Result is a perfectly uniform grade of grain. Frame is of seasoned hardwood, strongly braced and bolted. Large capacity hopper has adjustable slide feed. Very light in draft. The one and only machine that separates and grades at one operation. Ask for literature and proposition.

## CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.  
Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

### THE CUSHMAN LINE IS COMPLETE

We are Exclusive Selling Agents for: Combination Threshing Outfits—Straw Spreaders—24x46 Separators for Small Tractor Use—Electric Lighting Plants—Tank Heaters—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—American Separators and Cleaners, etc.

SAVE FOR VICTORY—DON'T TALK PATRIOTISM OVER HERE, UNLESS YOUR MONEY IS  
GOING TO TALK VICTORY OVER THERE. OUR MEN GIVE ALL. SAVE AND BUY BONDS



### Factory Notes

A one-storey addition valued at \$12,000 will be made to the Edmonton branch of the Massey-Harris Company.

The Timken Roller Bearing Co., Canton, O., has ordered plans for a new factory unit, a one-storey structure, 100x250.

K. & S. Canadian Tires, Ltd., 527 Yonge St., Toronto, contemplate making extensive additions to their present plant.

The Empire Separator Co., Bloomfield, N.J., is preparing to make extensions and alterations in its plant at a cost of about \$10,000.

The Peerless Pump Co., Thorold, Ont., contemplates the rebuilding of plant recently destroyed by fire, at an estimated cost of \$200,000.

The Hamilton Gear & Machine Co., Van Horne Ave., Toronto, is erecting a new \$40,000 factory which will be utilized for the assembly of Straight Line tractors.

The general expansion of the business of the Janesville Machine Co., Janesville, Wis., has resulted in an increase in the company's capitalization from \$750,000 to \$2,500,000.

The National Tractor Co., at Cedar Rapids, Ia., has just finished a large reinforced concrete,

brick and steel addition to the factory, more than doubling the capacity of the plant at this time.

The Domestic Engineering Co., Dayton, O., manufacturers of Delco lighting plants, has acquired an additional site adjoining its plant and will probably erect an extension at an early date.

The Midwest Engine Co., Indianapolis, successor to the Lyons Atlas Co., will build an addition to its plant, consisting of two reinforced concrete, brick and steel buildings, 80x165 and 25x100, respectively.

The Ohio General Tractor Co., Cleveland, Ohio, has been incorporated with a capital of \$300,000. The incorporators are J. L. Francis, E. E. McCloud, Sam B. Fitzsimmons, H. C. Berghaus and Nelson Gorman.

Contract has been awarded for 120 ft. by 160 ft. extension to foundry building on Lansdowne Ave., Toronto, by Canadian Allis-Chalmers, Ltd. The company will use part of this building for tractor production.

Deere & Co., Moline, Illinois, have been awarded an additional government contract for 5,000 combat wagons. The new order is a duplicate of that which has just been completed and will mean

steady employment for sixty men for nine months.

The \$14,000 two-storey warehouse being erected at Vincent and Whyte Streets, Winnipeg, for the Robt. Bell Engine and Thresher Co. is approaching completion. Manager Cole expects to occupy his new home shortly.

The Canadian Allis-Chalmers Co., Toronto, will build an addition to its grey iron foundry to cost \$20,000. A. P. McLean, advertising manager, states that production will be kept at its lowest until the close of the war, as the labor and material situation are difficult to overcome.

It is reported that plans now under consideration contemplate the acquisition of the United Motors Corp. by the General Motors Corp. The former, organized in May, 1916, controls the Hyatt Roller Bearing Co., New Departure Mfg. Co., Dayton Engineering Laboratory Co., Remy Electric Co., Perlman Rim Corp., Klaxon Co. and Harrison Radiator Corp.

It now is assured that the International Harvester Co. will erect a large branch house building at Watertown, S.D. The contract has been awarded for the erection of the structure and the work of construction will commence as soon as the material can be assembled. The main building will cover an area of 96x132 feet, and will be four stories with full basement.

The Janesville Machine Co., Janesville, Wis., now a division of the General Motors Corp., has broken ground for the first unit of its new tractor plant. This building will be 540x200, with an L at one end 250 feet wide. The entire structure will be two stories. The building will be equipped with modern machinery and devices for handling large production. It is expected that the building will be finished within sixty days.

### Willys Purchases Control of Moline Plow Co.

John N. Willys, president of the Willys-Overland Co., Toledo, Ohio, the large automobile manufacturing concern, has purchased a controlling interest in the Moline Plow Co. of Moline, Ill. This purchase gives Mr. Willys and his associates all of the interest formerly held by Geo. A. Stephens, Charles R. Stephens, and other members of the Stephens family, with the exception of Mrs. F. G. Allen. This secures control of the plow concern.

F. G. Allen retains his large interest and will succeed G. A. Stephens as president. He will continue as general manager of

the organization. It is stated that Mr. Willys desires all the common stock of the Stephens family and that arrangements made will give all holders of this class of stock an opportunity to exchange their stock for other stock upon the same basis and terms. The purchase price has not yet been made public.

Members of the organization who will be retained include the following: H. S. Lord, treasurer and director; N. I. Milliken, manager of production; J. L. Irving, chairman executive committee; O. P. Robb, trade manager for western territory; W. L. Clark, trade manager for eastern territory; S. C. Turkenkoph, tractor sales and service engineer; H. L. Thomson, research engineer. Mr. Robb is well known to the West Canadian trade, having represented the Moline interests in this field. Along with Messrs. Irving and Clark, he has been identified with the Moline organization for many years.

G. A. and C. R. Stephens announce that they will retire from active business life.

### Moline an Extensive Line

By purchasing the Moline stock, Mr. Willys jumps at once into the farm machinery field in no uncertain way. The company manufacture a full line of plows and tillage implements; drills, wagons, harvesters and other farm equipment. It is probable that the company may again enter the Canadian trade field, from which they withdrew some years ago, and where the line is well known.

The Moline Plow Co. is capitalized at \$30,000,000, and has a paid-up capital of \$19,000,000. The company has 22 branch houses and over 30,000 dealers. The Willys-Overland Co. has 100 distributors and 800 dealers, and as a result of the cessation of car production it is likely that the selling forces of both companies, and their combined production facilities, will be available for the development of the Moline-Universal tractor. The Moline Plow Co. is one of the oldest farm machinery concerns in the United States. It was founded in 1865.

John N. Willys has risen to prominence in the remarkably brief space of ten years. Formerly a distributor of automobiles at Elmira, N.Y., he acquired control of the Overland Motor Co., Indianapolis, in 1907, and in 1908 moved the Overland business to Toledo, Ohio, where the concern is now said to be the second largest producer of passenger automobiles in the world. It is stated that the market value of his securities two years ago were in excess of \$80,000,000.



## .. Handle The .. **FORD** - A - **TRACTOR**

**Increase Your Profits**

### **GUARANTEED TO DO THE WORK OF FOUR GOOD HORSES—AND DOES IT**

Every farmer is not in a position to buy a tractor, but every farmer who owns a Ford car is a prospect for the FORD-A-TRACTOR. Attached to a car it will pull more than some light tractors, and at lower operating cost. Does all haulage work, in the field or on the road.

Superior design and materials. Steel construction throughout. All gears are enclosed in a dust-proof oil bath. Has shock absorbers. Strong steel wheels and machine cut, specially tempered alloy steel pinions. Equipped with the W.D.C. Cooling System, which changes the water in cylinders six times a minute, positively preventing overheating of engine.

### **Price only \$240**

Demonstrations and reports from satisfied owners prove that the Ford-A-Tractor does even more than we claim for it. Splendid opportunity for local representatives.

**DEALERS: WRITE—NOW!**

**J. D. ADSHEAD CO.**

**Head Office: Winnipeg, Man.**

**Alberta Branch: 117 10th Ave. E., Calgary**

### **THE K.M.C. TRANSFORMER**

**Makes Every Day  
a "Gasless" Day**

Gasoline conservation is a national necessity—so why use gasoline at all? The K.M.C. is the only transformer guaranteed to successfully burn kerosene in Ford cars—AND DOES IT. Gives 20 per cent more power—50 per cent increase in mileage and 100 per cent saving in fuel cost. Write us for full particulars.



## Results of Official State Tractor Demonstration Held at Minot, N. Dak., June 19, 1918, as Returned by Officials in Charge

Name of Tractor	Draw-bar H. P.	Brake H. P.	No. Cyl.	Cyl. Bore	Cyl. Stroke	R. P. M.	No. bottoms pulled	Depth of Breaking (Inches)	Acres Plowed	Gal. kero. put in	Gal. gas. put in	Gal. gas. used to start	Gal. fuel ret'd. for credit	Gal. fuel used in demonstr.	Cost per Acre
Lauson.....	15	25	4	4½	6	950	3	3½	2.13	10		...	¾	9¾	\$ .706
Turner.....	12	20	4	3¾	4½	1000	2	3½	1.45	10		½	4½	5½	.708
Moline.....	9	18	4	3½	5	1400	2	4½	1.45		10	...	5¾	4¼	.795
Gray.....	18	36	4	4¾	6¾	900	3	4	2.13		10	...	2¾	7¼	.925
Heider.....	12	20	4	4½	6¾	750	2	4	1.18	10		¼	6¼	3¾	.572
Bull.....	12	24	2	5½	7	700	2	3½	1.45	10		½	5¼	4¾	.63
Emerson.....	12	20	4	4¾	5	800	3	4	1.73	10		¼	5	5	.51
Plowman.....	15	30	4	4½	6	900	3	4	2.13	10		¾	1½	8½	.70
Plowman.....	13	30	4	4½	5½	900	2	4	1.18	10		¾	5½	4½	.706
Parrett.....	12	25	4	4½	5½	900	2	4	1.45	10		¾	3½	6½	.80
Hart Parr.....	15	30	2	6½	7	750	3	4	2.13	10		...	1¾	8¼	.63
Nilson.....	24	36	4	4¾	5½	850	3	3	2.13		10	...	2¾	7¼	.93
Waterloo Boy.....	12	25	2	6½	7	750	2	4	1.45	10		¼	4¾	5¼	.64
<b>RUMELY OILPULL..</b>	<b>14</b>	<b>28</b>	<b>2</b>	<b>7</b>	<b>8½</b>	<b>530</b>	<b>4</b>	<b>4½</b>	<b>2.27</b>	<b>15</b>		<b>⅛</b>	<b>8¼</b>	<b>6¾</b>	<b>.45</b>
Liberty.....	15	30	4	5	6½	800	4	2½	2.27		10	...	2	8	.96
Twin City.....	16	30	4	5	7½	650	4	3	2.27	10		½	1	9	.65
Avery.....	12	25	2	6½	7	570	3	4	2.13	10		¾	1½	8½	.67
Avery.....	8	16	2	5½	6	600	2	4	1.45	10		½	5½	4½	.60
All Work.....	14	27	4	5	6	800	3	4	2.13	15		¼	8¼	6¾	.57
Happy Farmer.....	12	24	2	6	7	750	2	4	1.45	10		½	4	6	.70
Aultman Taylor.....	30	60	4	7	9	500	8	4	5.53	20		1¼	½	19½	.64
C. O. D.....	13	25	2	6½	7	550	2	4	1.45	10		¼	1½	8½	1.00
Mogul.....	10	20	1	8½	12	400	2	4	1.45	10		...	5½	4½	.51
Titan.....	10	20	2	6½	7	500	2	4	1.45	10		½	5	5	.58
Case.....	10	20	4	4½	6	860	3	4	2.13	10		½	2½	7½	.58
Case.....	9	18	4	3¾	5	950	2	3½	1.45	10		½	5¼	4¾	.56
Stinson.....	18	36	4	4¾	6	1000	3	4	2.13	15		¾	6	9	.78
Allis-Chalmers.....	10	18	2	5¼	7	720	2	3	1.45	10		¼	3¼	6¾	.80
Wallis Cub.....	15	25	4	4½	5¾	900	3	4½	2.13		15	...	8¾	6¼	.80

We, the undersigned, certify that the above is a correct report of the Official Tractor Demonstration held at Minot, N. Dak., June 19, 1918.

G. D. COLCORD  
G. A. HASSEL  
M. R. PORTER } Committee

## Official Figures—Not Mere Claims

Every farmer is entitled to the facts. The results of official tests made at two recent tractor demonstrations—the State Tractor Demonstration at Minot, N. D., June 19th, 1918 and the National Tractor Demonstration at Salina, Kansas, July 29, 1918, are *official proof* of actual field performance. In each case these tests were made under the supervision of experienced, though impartial judges.

### At State Demonstration

	Average of 5 tractors —burning gasoline exclusively	Average of 23 tractors burning kerosene, or gasoline and kerosene	Rumely OilPull 14-28 burning kerosene
Number of acres plowed	2.02	1.84	2.27
Fuel per acre (gallons)	3.26	3.77	2.97
Fuel cost per acre (cents)	88.2	66.27	45

Note that the Rumely OilPull using *kerosene*

- used less fuel per acre than any competing tractor using kerosene, gasoline or both.
- plowed at the lowest cost per acre of all competing tractors.

Note the number of plows and depth of plowing. Ten so-called "3-plow tractors" pulled only two plows—eight tractors rated 14-27 to 24-36 H.P. pulled only three plows each.

- the Rumely OilPull pulled four plows—the number it is advertised to pull.
- it plowed 4½ inches deep—the maximum depth—equalled by two competitors only.
- it was the *only* tractor burning kerosene that plowed 4½ inches deep.

### At National Demonstration

At the National Tractor Demonstration at Salina, Kansas, July 29th to August 3rd, the OilPull was entered in all official tests. No comparisons with other tractors can be made as results of tests were not made public by the officials. All tests were under the supervision of agricultural authorities. Following are the official figures for the 14-28 OilPull.

#### Drawbar Fuel Test.

Soil—moist gumbo, stubble ground.

Number of plows—4.

Depth of plowing—6 inches.

**Fuel used per acre (kerosene) 2.92 gallons.**

(Note that fuel consumption per acre is almost identical with that of the OilPull at Minot.)

#### Drawbar H.P. Test.

Soil—stubble, loose on top.

Average drawbar pull 15.7 h.p.

Maximum drawbar pull 17.3 h.p.

**Showing a reserve power of 23½% over advertised rating.**

#### Belt H.P. Test.

Average belt h.p. 35.01 h.p.

**Showing a reserve power of 25% over advertised rating.**

These successful and economical performances of the 14-28 are just a sample, *officially proved*, of every day work of the OilPull—in any size. Rumely OilPull Tractors have never burned anything but *kerosene*, or other fuel oils, and furthermore, every purchaser of an OilPull gets a *written guarantee*, signed by Company Officials, that his tractor will burn successfully all grades of kerosene, permitted by law to be sold in the United States and Canada, *under all conditions, at all loads up to its rated brake horsepower.*

As the above figures prove, when you buy a Rumely OilPull you get what you pay for and expect, and then some extra—*guaranteed economy* and the *plus* power that makes the OilPull always "there" on the pinches.

**The Figures Speak for Themselves. Which Make Tractor do You Want?**

ADVANCE-RUMELY THRESHER CO., Inc. LAPORTE, INDIANA

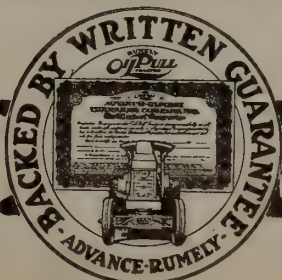
Calgary, Alta.

Regina, Sask.

Saskatoon, Sask.

Winnipeg, Man.

# ADVANCE RUMELY





## The Tractor and Belt Work

The machinery demonstrations at our Western Canadian fairs, and the recent power farming demonstrations at Salina, Kansas and Cobourg, Ontario, are proving that drawbar power is but one side of the usefulness of the tractor. In the Canadian West the farmer is rapidly coming to use

his tractor for driving an individual threshing separator. It also will operate his feed grinder, ensilage cutter, wood saw, etc. In the United States and Eastern Canada the tens of thousands of silos which are being added yearly open a great field for tractor belt work, and ensilage will steadily

become a larger factor in the west as mixed farming develops.

No tractor dealer can afford to overlook the growing importance of belt work, especially when lining up tractor selling arguments. The tractor must be used both on the drawbar and belt. Hitherto we have been too prone to look upon it as merely a power plant for plowing. Let us get more into

the all-purpose adaptability of the tractor—for that will do much to increase tractor demand. Our Western Canadian fairs have done excellent work in showing the tractor operating various belt-driven machines.

A survey by the United States government shows that even now belt work claims 40 per cent of the tractor's working hours. Forty per cent is not far from the fifty-fifty line. Drawbar work has had the advantage of being boosted for years at every national, as well as hundreds of local tractor demonstrations, while belt work was neglected—was told that it was not supposed to appear in public. **Pulley Must Be Properly Located**

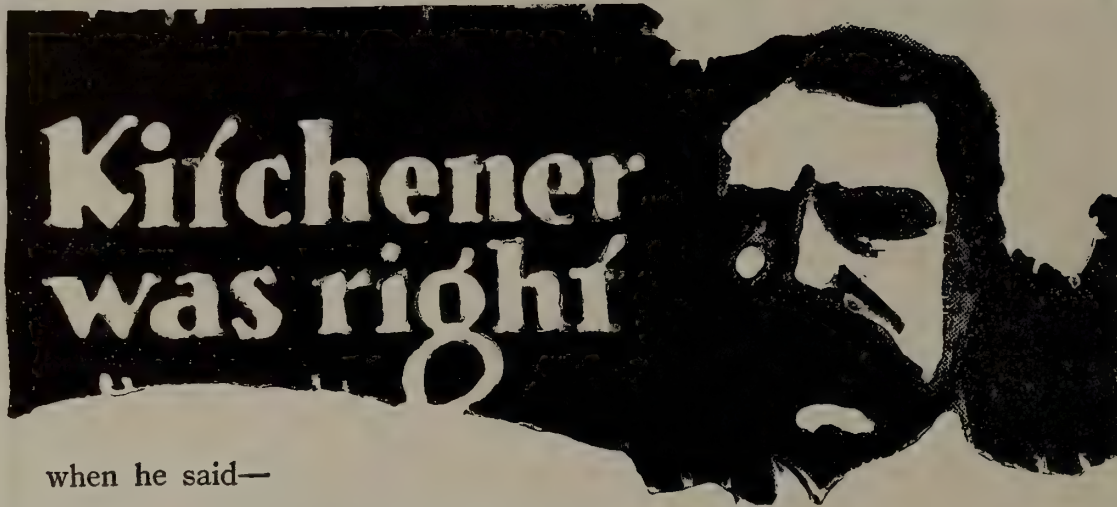
At the national tractor demonstration held at Salina, Kansas, belt work in the U.S. was given its first hearing—its first chance to give the sightseers a belt that caused them to sit up and take notice. It is proper to say now that belt work not only showed up well in comparison with drawbar work, but actually outdid it in emphasizing the necessity of a knowledge of what belt power requirements are. If the belt pulley is located on the left side of the tractor, several feet out of line of the operator's seat, it makes the tractor difficult to line up. Many of us have trouble enough to get the belt to run right when a pulley is located directly in front of the tractor seat.

"How about the size of that pulley?" asked an up-to-date farmer, interrupting a salesman who was elaborating on the super-value of the tractor being able to turn in its own tracks. "My farm, like others," said the farmer, "has very few corners and if the tractor will turn in the same circle as a six or eight-horse team, we will be satisfied. The thing that concerns us most is, will it run our silo filler and threshing machine?" A scale held to the pulley showed it to be about 10 inches in diameter. "Too small—too much belt slippage with that size of pulley," said the man as he strode away.

### Experience Helped Him

He evidently was a man of experience. He knew that the driving power of a pulley, all other things being equal, depends upon the amount of surface contact between the belt and the pulley. A small pulley, 10 inches in diameter, running a 60-foot belt, has about 15 inches of contact around the surface of the pulley, while a 20-inch pulley on the same belt will show about 34 inches of contact. It is very apparent that there will be much less slippage in the latter case. Less slippage means less loss of power.

Among other points to consider



when he said—

*"Either the civilian population must go short of many things to which it is accustomed in times of peace or our armies must go short of munitions and other things indispensable to them."*

**N**OW, the only way we can possibly live up to that obligation is by going without in order that our soldiers may have. For the money we waste is not money at all—it is equipment, clothing, shot and shell that are urgently needed in France.

By denying ourselves, therefore, we enable Canada to procure to the fullest extent the materials and labor which she and our Allies need for the successful prosecution of the war.

What happens when we fail to save?

A pull on labor by the Government in one direction and a pull on labor

by the people in the opposite direction. Hundreds of millions of dollars are of no use to the country if goods and services can be secured only to the extent of eighty millions of dollars. So we must do everything in our power to release both goods and labor for the purposes for which Canada needs them.

**W**HETHER it be food, coal, wool, steel, leather, labor or transportation, the result in all cases is the same. Whoever competes with the nation by freely satisfying his own desires, selfishly appropriates to his own use that which is so urgently required for our fighting men in France.

*For the sake of your country and the boys "over there," spend cautiously. Think of what Lord Kitchener has said, and ask yourself first, "Is this something I really need or can I do without it?"*



is height of pulley from the ground, direction of rotation, has it a friction clutch, and width of face. Give the belt end of the tractor careful consideration before you sell. A drawbar tractor is only half a tractor. Sell a tractor that does drawbar and belt work equally well.

#### New Case Publicity

Two attractive pieces of literature have just been issued by the J. I. Case Threshing Machine Co., of Racine, Wis. One of these illustrates and describes the Case 10-18 tractors which are being marketed by the company; the other shows the line of light-weight threshing machines which are intended to be operated with the tractor above mentioned. Both of these leaflets are attractively printed in colors and will appeal to the farmer customers of dealers who handle the Case lines.

#### Tractor Co. Open Canadian Branch

The Cleveland Tractor Co., Cleveland, Ohio, announce the opening of a Canadian branch at Windsor, Ont. This branch will be under the management of W. G. Bell, who has been appointed Canadian sales manager of the company. Mr. Bell informs "Canadian Farm Implements" that all Canadian business will be handled from the Windsor offices. C. McCreery has been appointed Canadian Western representative and will visit the western provinces during October, when he will look into the representation and distribution of Cleveland tractors in the prairie provinces. The Cleveland Tractor Co. had two Cleveland tractors in operation at the recent Power Farming Demonstration at Cobourg, Ont.

#### The Maxwell Tractor

The Maxwell Motor Co., Detroit, Mich., have produced a tractor of which the following are

some constructional features: The machine has 4-cyl. engine entirely enclosed and expended into a bell housing at the rear end. Fly-wheel, clutch, transmission gears, differential and rear axle gearing are all enclosed and run in oil. The bore and stroke of the engine are  $4\frac{1}{2} \times 6$  inches, with high tension ignition. One novel feature is that of a winch operated from the transmission, this being designed to wind cable or for well drilling. The tread of the tractor can be varied from 44 to 72 inches, while three speeds forward and one reverse are provided, high speed for road work being 6 m.p.h.

#### Aultman-Taylor Produce New Tractor

The Aultman & Taylor Machinery Co., Mansfield, Ohio, have developed a new tractor with a rating of 15-30 h.p. The engine is  $4\frac{3}{4} \times 6\frac{3}{4}$ , and lubrication is by automatic splash system. The fuel used is gasoline, kerosene and distillate, Kingston carburetor, Eiseman high tension magneto for ignition. Fuel tank is made with two compartments—one of six gallons and the other holding sixteen gallons. Normal speed of the motor is 800 r.p.m., but can be run to 900 with entire safety. Belt pulley is 20 inches diameter, has 8-inch face and runs 400 to 450 r.p.m. Weight is 7,500 lbs.

#### Hibbard Joins Tractor Company

Announcement is made of the appointment of J. L. Hibbard, as foreign sales manager of The Cleveland Tractor Co., Cleveland, Ohio. Mr. Hibbard for the past eight years has been associated with the Studebaker Corporation in its sales department, and for the past five years in charge of its foreign sales.

Save for the Victory Loan.

## IMPLEMENT DEALERS HARDWARE MEN GENERAL STORES PUMP MEN

Buy your wood and iron pumps, cylinders, galvanized pipe, galvanized rod, etc., from a WESTERN CANADA concern.

Best of Pacific Coast Pine used in our wood Pumps. Can furnish logs up to 16 feet long without couplings.

Fitted for any depth of wells.

Large Stocks carried.

Prompt shipment guaranteed.

ASK FOR  
PRICES

## MANITOBA ENGINES, LIMITED

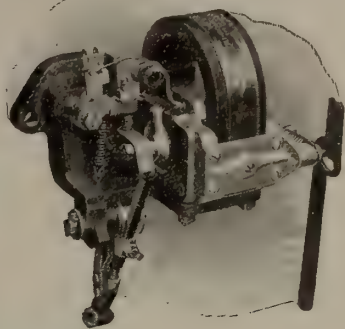
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EIGHTH ST. and ASSINIBOINE AVE.

Brandon, Man.



# WEBSTER TRI-POLAR OSCILLATOR

Nearly Half a Million Now in Service



This result has been brought about through performance of constant and rigid service.

In any complete index of American or Canadian manufacturers of stationary or portable engines, the WEBSTER Tri-Polar Oscillator will be found to be the one dominant type of ignition.

WEBSTER ignition equipment is the deciding factor in thousands of engine sales every year. The demand for these engines is greater now than ever before.

Why not make this an asset in your business by using WEBSTER Tri-Polar Oscillators as regular equipment as this would add tremendous force to the demand for your engines.

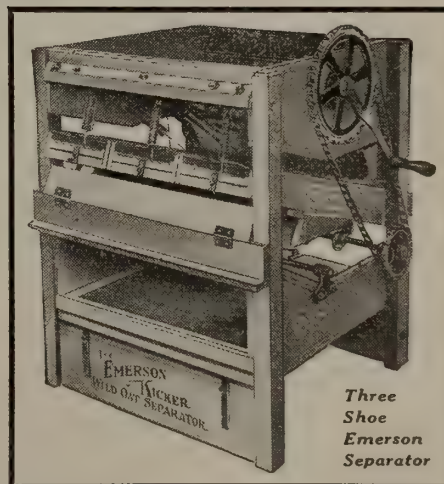
*"If it isn't a WEBSTER Tri-Polar  
it isn't a real Oscillator."*

WEBSTER ELECTRIC COMPANY  
RACINE, WISCONSIN

# EMERSON MILLS

THEIR WONDERFUL RECORD AND REMARKABLE  
EFFICIENCY HAS BUILT A PHENOMENAL DEMAND  
FARMERS WANT—AND WILL HAVE—THE EMERSON

Strong and  
substantial  
construction.  
Easily  
operated.  
Full  
equipment  
supplied with  
every mill  
sold



Their action  
is duplicated  
by no other  
mill. Their  
work is so  
perfect that  
every Emerson  
Mill sold  
sells three  
more

MADE IN TWO SIZES FOR FARM USE

No. 2. Hand Separator; Capacity 22-30 Bus. per hour

No. 3. Power Separator; Capacity 30-50 Bus. per hour

*The only farm size machine built that will take  
every kernel of wild or tame oats out of wheat  
or rye—and save ALL THE WHEAT.*

Emerson Mills are sold under an absolute guarantee to give your customers a clean product, also perfect seed wheat, barley and rye. Thousands in use from Coast to Coast. Order your supply at once.

SECURE OUR CONTRACT NOW. WRITE FOR PRICES

EMERSON MANUFACTURING CO., LTD.  
1425 WHYTE AVENUE  
WINNIPEG, MAN.



### Motor Truck Possibilities

Reports from the United States indicate that motor trucks are likely to supplant freight trains for hauls of less than 200 miles during the period of the war. In that country, as in Canada, in many sections the burden of transportation has become greater than the railways can bear. Inter-urban and country haulage by the motor truck has developed so rapidly in many eastern areas, where the road system is good, that, it is stated, almost ten per cent of the local freight in some localities is now moving from town to town on motor trucks. Farm products, live stock, furniture, farm machinery, and manufactured goods of every conceivable nature are being transported by trucks over the eastern United States, while reports from the middle west show a remarkable development along this line. This is nothing new in the United States. Motor truck transportation has been in operation in country districts for a long time, but the development of this type of freight transportation has been most marked in the past year.

Early transportation companies started because of the lack of railroads in certain parts of the United States. The recently established transport lines have started as a result of freight congestion and the practical refusal of express companies and the railroads to handle short haul business. The greatest promise of these lines for the future is that they are being established by companies organized to handle motor truck delivery from a commercial standpoint and make it pay. These lines are succeeding to-day, and if they are successful under present circumstances, there is no reason why highway transport lines in the United States should not continue after the war and become a permanent addition to the transportation system of the country.

Railroads and express companies cannot handle short haul business, even under normal conditions, and when merchants and buyers once get used to the speed and economy of motor truck transportation, they are likely to insist that this transportation be made permanent.

In many Western Canadian localities the road system is sufficiently good to ensure the success of such a system of motor truck transportation of freight. It will not be long, as years go, until we will see the motor truck as an established fact in freight haulage, while it will also become as essential a part of the farmer's equip-

ment as he now considers the wagon which takes his product to the nearest centre and brings back necessities to the carrying on of his farming operations.

### Keep the Cellar Tidy

One of the most frequent causes of fire is the untidy cellar. Excelsior, paper, packing material and empty boxes and cases, all too frequently is this the condition of affairs; a match thrown through a grating or a cigarette dropped by a clerk, and the mass smoulders and flames up, and the store is gone almost in a moment. Yet the dealer is honestly at a loss to know why, because he has fostered in himself so long the idea of his immunity from such dangers. The bulk of the fire loss is preventable, and every dealer should do everything in his power to see that the chance is reduced to a minimum in his store.

### National Implement and Vehicle Association Convention

The U.S. National Implement and Vehicle Association will hold its twenty-fifth annual convention at the Congress Hotel, Chicago, October 16, 17 and 18. War conditions have proven the immense value of this association, which has served as a clearing house in many matters affecting the relations between the U.S. Government and the manufacturers, as a bureau of information for its

members. All manufacturers in the farm machinery industry are cordially invited to attend.

It is purposed that the convention program this year be the source of a vast fund of information for the collective industry for the guidance of the manufacturers in confronting the situations of the present and immediate future.

Manufacturers desiring detailed information relative to the coming convention may obtain same by addressing the National Implement and Vehicle Association, Chicago, Ill., which will be glad to answer all inquiries.

These are some of the outstanding topics for the consideration of the big convention:

Materials;  
Labor;  
Eliminations;  
Government License of the Industry;  
Freight and Passenger Transportation.

Men well informed on these matters of concern to the industry will address the meetings.

### Concerning Collections

A report states that the Saskatchewan deputy minister of agriculture has made an official request to implement houses in the province that they go easy on demanding payments from farmers this fall and winter. This applies particularly to areas where the crop was ruined by drought or early frosts.

### Keep a List---It Pays

Every day the value of a prospect list properly kept will be shown, for the proper list enables a dealer to at once estimate how many prospects he has for any certain machine, and how can a dealer buy right who has not this information at hand?

Manufacturers are seeking to co-operate with dealers who possess this sort of information, and when they find the dealer who keeps a record of prospects and knows all about the situation in his territory, the manufacturer will give to such a dealer a better proposition than otherwise.

Salesmen are often willing to give time to a dealer who has real prospects, and the dealer benefits to the extent of reaping profits from sales that he does not make, but are made for him; but guess work regarding the prospects, or memory of some talk in which the prospect was developed, will not answer at all.

### Restricted Supply of Iron and Steel to U.S. Implement Manufacturers

The priorities division of the U.S. War Industries Board has issued notice to the farm machinery manufacturers in that country that during the coming year, from October 1, 1918, they will receive 25 per cent less pig iron and steel from supply sources than they received in the preceding twelve months. The power farming equipment industry was represented and made a strong plea, but to no end. The industry was, in effect, asked to contribute this 25 per cent quota of their raw material supply so as to assist the U.S. Government meet its war programme.

Manufacturers in the past have had much trouble in obtaining the pig iron and steel necessary to the continuance of the manufacture of farm implements and tractors, the steel mills being taxed to capacity to fill the requirements of the government. The 25 per cent curtailment of pig iron and steel is expected to release 500,000 tons of iron and steel for war uses.

U.S. manufacturers of farm implements in the U.S. recently agreed to furnish machinery for farmers at the prices previously prevailing if the steel manufacturers would give a discount of \$5.00 per ton on soft bars, that is a discount on the government price of \$2.90 per 100 pounds. A concession of 25 cents per 100 pounds has been granted, making the price \$2.65. Similar reduction was given on steel bands; also a discount of 25 per cent from the standard list on cold rolled and

# CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE  
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION  
AND  
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER  
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF  
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

Established in 1904 and Published Monthly by  
**Canadian Farm Implements, Limited**  
STOVEL BUILDING WINNIPEG, CANADA

SUBSCRIPTIONS  
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ADVERTISING  
RATES MADE KNOWN ON APPLICATION  
Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE  
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Association  
Entered in the Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, OCTOBER, 1918



cold drawn steel. Some reduction also was made on soft centres, discs and coulters.

The reduced prices apply to the material shipments made on and after July 15 last on contracts made for material to be used in the ordinary farm implement season ending June 30, 1919.

The new ruling that only 75 per cent of the former supplies of pig iron and steel will be obtainable, will have a vital effect upon the industry in the United States. Farm machinery plants in that country consume several hundred thousand tons of stock monthly. Some of the smaller tractor concerns concede that the 1919 output of their factories will be reduced by as much as 50 per cent over the number of machines they anticipated building. The ruling will particularly affect tractor companies just entering large production. It is probable that manufacturers will be allowed to use up all of the raw materials they have on hand.

### The Supply Situation

The fact that the supply of iron and steel to the farm machinery manufacturers of the United States has been curtailed, is of the utmost importance to dealers in implements, tractors and farm equipment. What steel the manufacturer can get will only be to supply his visible demand. He will not be able to procure a ton of material unless he can show, by orders received, that he is not manufacturing for a problematical demand for his goods. He must show the authorities that the raw material he wants is required to fill orders from his distributors and dealers.

The present demands of the U.S. Government for iron and steel to be used in their war programme is far in excess of the capacity of the mills. This shortage has to be made up. It will be helped by the restriction on the stock allowed the implement industry, yet it is not improbable that implement manufacturers may have to give up a part at least of the stock they now hold.

The dealer will have to consider these matters in arranging for what he will require in the coming year. Conditions are such that the man who is extra conservative, and who will not specify his requirements, will not be able to get the goods when he considers the opportune moment has arrived to order them. The "wait and see" policy will be fatal. The manufacturer will not get raw material to take care of anything beyond orders on hand. The dealer who delays in placing his orders will be in the sorry posi-

tion of being unable to get the goods.

As things are, the U.S. manufacturer depends upon his raw stock on the orders he can show and on the estimated demand for his product as evidenced by orders from distributors. The dealer who orders early will be provided for, while the dealer who puts off the placing of orders for what he wants, and when he wants it, will very probably want it altogether.

### International Shareholders Approve Merger of Companies

At a recent meeting of the shareholders of the International Harvester Company of New Jersey and the International Harvester Corporation, plans for the merger of the two corporations were approved. The new company will be known as the International Harvester Company. It will have the following capitalization: Preferred 7 per cent cumulative shares, \$60,000,000; common shares, \$80,000,000. This capitalization is the same as that of the old Harvester Company at the time, in 1913, the corporation was organized to take over the foreign business and new lines of the company.

The action follows negotiation between the companies and the department of justice in respect to the reorganization of the harvester concerns in connection with the government's anti-trust suit litigation against the Harvester Company.

In a statement to the press, Cyrus H. McCormick, president of the two companies, said in part:

"The business conditions which led to the separation into two

companies in 1913 no longer exist. On the contrary, there are now the strongest reasons for concentration of management and resources. The International Harvester Corporation, which handles the foreign business and has suffered severe losses, needs the aid of the International Harvester Company of New Jersey, while the latter company needs the world-wide organization of the corporation in order to deal adequately with the after-the-war conditions of foreign trade.

"We are convinced that the consolidation will not only enable us to meet more effectively the growing difficulties of producing and distributing our share of the farm equipment required by American agriculture, but will help us in supplying the present foreign demand where trade is now possible. . . . By the consolidation the Harvester Company will be prepared to do its full share toward supplying these needs and toward meeting for an important American industry the radical readjustments of foreign trade that will undoubtedly come with the return of peace."

### The Dry Farming Congress

The Department of Agriculture in Saskatchewan has announced that it will pay transportation charges from Regina to Kansas City and return on exhibits of exceptional merit which may be sent by residents of that province for competition at the annual International Soil Products Exposition, which is to be held in connection with the International Dry Farming Congress in Kansas City, from October 16th to 26th inclusive.

### Personal

Davis Bros. have opened an automobile business at Glenside.

Fleck Bros., auto dealers at Yorkton, have sold out to Mac's Garage.

Briscoe and Kubb, auto dealers at Chaplin, have sold out to Kinnaid Bros.

R. Peterushke has taken a partner into his automobile business at Newdale.

Campbell Bros., automobile dealers at Assiniboia, have sold out to E. Davey.

Ozey Bros. are proprietors of a new automobile business and garage at Duck Lake.

Solberg Bros., machine dealers at Scotsguard, have sold out to Dahlman and Brett.

M. Lockwood has been appointed Massey-Harris agent in the town of Coaldale.

The Prest-o-lite Co. of Canada, Ltd., Winnipeg, have been granted a Dominion charter.

Lieut. A. Tudhope, of the Tudhope Company, Orillia, was recently listed as wounded.

We regret to note the death of T. W. Prout, formerly an implement dealer at Portage la Prairie.

I. R. Lane has bought out the implement business at Kenaston, formerly carried on by B. L. Coleman.

The McLean and Burr Auto Co., New Westminster, B.C., recently lost heavily through fire on their premises.

Humble and Nelson, implement dealers at Admiral, have sold out their interests at that point to Cote Bros.

A new automobile tire concern recently organized in Winnipeg is known as the Canadian Consumer's Supply Co.

E. A. Mott, western general manager of the Cockshutt Plow Co., recently visited Ottawa and other eastern points.

Harris and Co. is the name of a new concern in Wadena, who are handling automobiles and farm machinery.

The McGregor Motor Co., Brandon, has applied for authority to change their name to Western Motors, Limited.

Following a fire that swept away his premises, C. G. Larsen, automobile dealer at Oxbow, is discontinuing business.

C. W. Furrow, manager of West-Woods, Ltd., Winnipeg, paid a business visit to the United States late in September.

We regret to note that the implement warehouse of W. D. Millveigh, at Trossachs, was burned out during September.

## Are You Moving or Not?

Some men are so slow-going that it takes a speedometer to tell if they are moving.

For some time our attention has been called to the need of thrift in Canada. We have been urged to lay aside a certain portion of our extra earnings as an emergency fund when the country calls.

Are you moving in the matter? Our boys at the front are not slow. Since August 6th 25,000 casualties among them marks a tremendous list. What are you doing?

There is no question about it, your savings are needed. Where a need exists, your duty begins. The way is clear. All that may be lacking is an impulse from you. Start the saving of your funds now.

We must clean up this thing right. Save!



J. W. Wellington has been made general manager of The Dauch Mfg. Co., of Sandusky, Ohio, builders of Sandusky tractors.

H. C. Bury, representative of the Four Wheel Drive Truck Co., Minneapolis, paid us a visit while in the city in the middle of last month.

R. McKenzie, Winnipeg, manager of the McLaughlin Motor Co., recently paid a visit to the head office and factory at Oshawa, Ont.

W. J. Wilson, sales manager of the Winnipeg Ceiling and Roofing Co., Winnipeg, recently visited the leading trade centers throughout the West.

H. W. Hutchinson, manager of the Winnipeg branch of Carriage Factories, Ltd., recently returned from a visit to Hamilton, Ont., and other eastern cities.

R. J. Borland, farm machinery distributor, Vancouver, has taken W. R. Melville as a partner in the business. Firm's name now reads "Borland, Melville and Co."

J. W. Sanderson, sales manager for N. J. Dinnen and Co., distributors of the "Little Giant" tractor, is at present on a business trip throughout the West.

S. M. Griffith, district sales manager for the Stewart Sheaf Loader Co., Winnipeg, was a guest of the Rotary Club at Fargo, N.D., during September.

The Richardson Road Machinery Co., Saskatoon, have applied for permission to change the name of the company to the Richardson Machinery Co., Ltd.

F. N. McDonald, western manager for the Canadian Briscoe Motor Co., states that he is selling all the cars he can get in those

troubled times in the automobile game.

J. B. Bartholomew, president of the Avery Co., has been appointed chairman of the U.S. fuel-oil conservation committee for Peoria district and several surrounding counties.

Isaac R. Card, superintendent of the Kinnard, Mfg. Co. tractor manufacturers, Minneapolis, Minn., was struck by an automobile and fatally injured early last month.

O. O. Powell has assumed the position of advertising manager with the Buda Co., Harvey, Ill., manufacturers of the Buda engine for heavy-duty trucks and farm tractors.

Wendell P. Jones, son of W. A. Jones, advertising manager of the La Crosse Tractor Co., manufacturers of Happy Farmer tractors, has been made a lieutenant in the U.S. army.

W. M. Jones, secretary of Christiansen Implements, Ltd., Winnipeg, recently returned from a business tour through the West. He reports a very satisfactory demand for the Christiansen line.

C. A. Polson, president of the Twin City Separator Co., Minneapolis, during September spent a few days at the local branch of his company, the Twin City Separator Co., Quelch St., Winnipeg.

The Dominion Sewing Machine and Phonograph Co., Winnipeg, have changed their name to the Dominion Sewing Machine Co. The company handle sewing machines, parts and cream separators.

We are glad to note that David Drehmer, the popular manager of the Winnipeg branch of the John

Deere Plow Co., is once more at his desk and mending fairly well, following the severe injuries he received in an accident during July.

P. J. Grout, manager of the Twin City Separator Co., Winnipeg, reports an exceptionally heavy demand for the "Bull Dog" line of fanning mills this fall. And the factory can fill 'em as hard as they come, states Mr. Grout.

Junius F. Cook, Farm Implement Administrator in the United States, will attend the annual convention of the National Federation of Implement and Vehicle Dealers' Associations, to be held at the Hotel Sherman, Chicago, Oct. 8, 9 and 10.

Christian Hansen, founder and president of the Wisconsin Wagon Co., Madison, Wis., passed away recently after a short illness, at the age of 66 years. He was born in Denmark, and came to Wisconsin in 1870, establishing the wagon plan in 1874.

The Ronald-Smith Cultivator Co. is a new concern organized at Winnipeg to manufacture and sell the "Smith" cultivator. Among the incorporators are: A. B. Ronald, J. W. Boyd, W. J. Donovan and James H. Hicks, Capital stock is given as \$20,000.

James Swan, an implement dealer at Punnichy, has taken a partner into his business, which now operates under the title of Motherwell and Swan. Mr. Motherwell was formerly an automobile dealer in that town. The two businesses will be combined.

The Oxley and Low, garage and implement house at Cardston has been taken over by a new firm, composed of local men. The name of concern will be the Central Garage. C. W. Oxley and Joseph Low have discontinued business to put in their military service.

H. F. Anderson, manager of the

Tudhope-Anderson Co., Winnipeg, is back at his desk after a visit to the Emerson-Brantingham factories at Rockford, Ill. Mr. Anderson anticipates handling several new lines in the coming year, as well as E-B tractors, plows and separators.

During the summer months a competition in selling Renfrew cream separators was held by the western distributors, the Cockshutt Plow Co. The following salesmen lead in a keenly contested contest: 1, W. J. Lang, Winnipeg branch; 2, D. J. Hay, Saskatoon branch; 3, J. S. Ewers, Regina branch; 4, M. Ryan, Calgary branch.

The Turner Tractor Sales Co., Winnipeg, was recently organized for the sale, distribution, etc., of tractors and other machinery. Among those interested are: Arthur M. Doyle, A. J. Costigan, Charles J. Landin, and others. The company have opened offices at 195 Portage Ave. E., Winnipeg. The company will handle Turner Simplicity tractors.

W. J. Ellis, manager of the Toronto branch of R. A. Lister and Co. (Canada), accompanied by D. N. Jamieson, manager of the Winnipeg branch, recently returned to the city after an extended trip which took in Saskatoon, Calgary, Edmonton, Vancouver and Victoria. Mr. Jamieson states that the demand for Lister goods is exceptionally good this fall.

The following gentlemen have been appointed representatives of the implement industry on the Winnipeg Board of Trade: J. P. Minninnick, Cockshutt Plow Co.; D. Drehmer, manager, John Deere Plow Co., and J. A. Tanner, manager, International Harvester Co. C. J. Brittain, manager of the Canadian Fairbanks-Morse Co., is a representative in the machinery section.

## THE CONWAY LINES MEAN BETTER BUSINESS PROMPT SERVICE and SATISFIED CUSTOMERS

<b>Conway Line Buggies</b> Quick Sellers	<b>Munro &amp; McIntosh</b> <b>Buggies and Cutters</b>
<b>Heney Harness</b> <b>and Blankets</b>	<b>Woodstock Wagons</b> <b>and Sleighs</b>
<b>"Viking" Cream Separators</b> The Biggest Value Sold	<b>Ford Commercial Bodies</b> Both close and open types
<b>"Round Oak" Stoves</b> <b>and Furnaces</b>	A line that gives your customers the best fuel savers on the continent. In great demand.

Ask for our latest catalog and price lists. Our lines represent a profitable opportunity for every dealer. Large stocks carried in Regina.

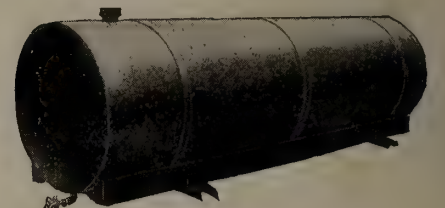
Handled in Saskatchewan Exclusively by  
**BERT CONWAY** BOX 33 Regina, Sask.  
Corner Albert and South Railway Sts.

**MAX**

## Wagon Oil Tank

**BUILT TO LAST AND GIVE  
SATISFACTORY SERVICE**

One Piece Construction  
All Seams Welded  
Faucet  
Capped Filler Hole



WRITE TO-DAY FOR FULL PARTICULARS AND PRICES

**Winnipeg Ceiling and Roofing Co., Limited**

Makers of Max Stock Troughs, Tank Heaters, Oil Barrels, etc.

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Winnipeg, Man.



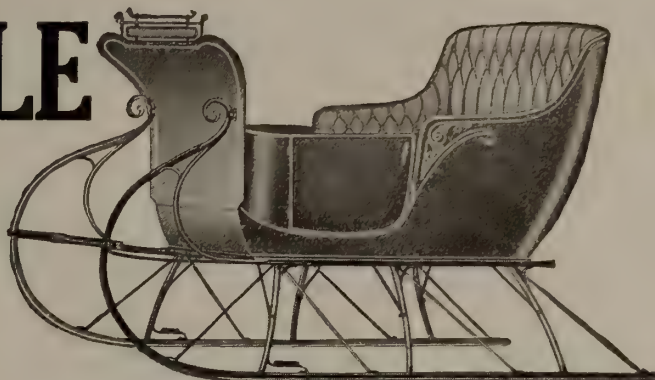
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The Oldest

Most Popular

and

Best Selling Line



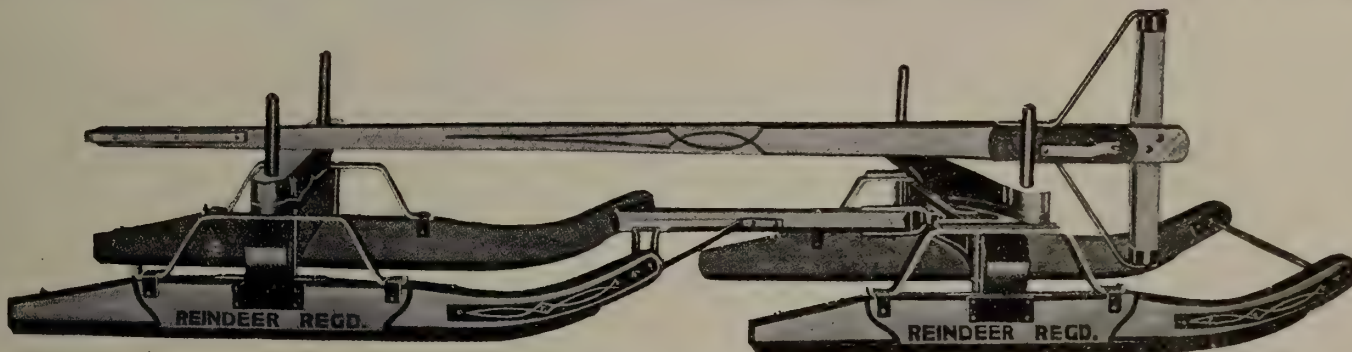
NO. 219 BROCKVILLE CUTTER WITH FORE DOORS

# CUTTERS

In the Brockville, You get the Best there is and a wide range of selection. With or without Tops and Fore Doors.

**COMFORTABLE—STRONG CONSTRUCTION—UP-TO-DATE**

Solid  
Oak  
Sleigh



Steel  
or  
Cast  
Shoes

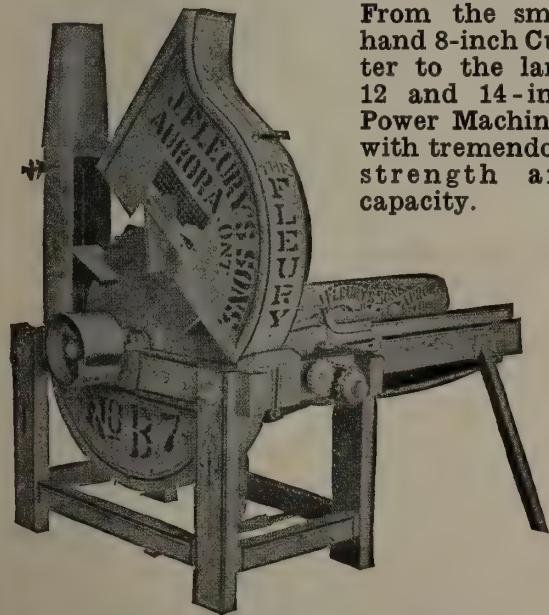
THE REINDEER (Registered) FARM SLEIGH

## THE FAMOUS

GRINDERS — In a variety of sizes to meet all requirements.

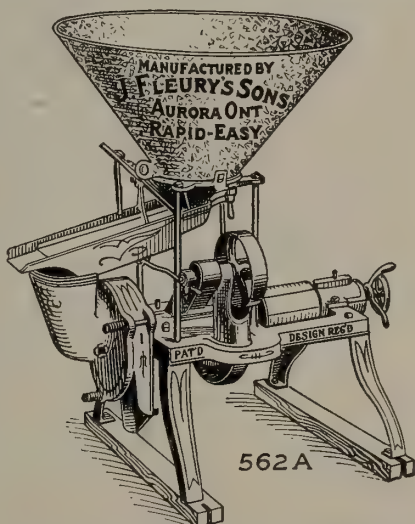
Whatever your customer desires you can give him the BEST from the Fleury line.

## STRAW CUTTERS



FLEURY 7B STRAW AND ENSILAGE BLOWER CUTTER

From the small hand 8-inch Cutter to the large 12 and 14-inch Power Machines, with tremendous strength and capacity.



FLEURY RAPID-EASY GRINDERS  
(with flat or concave heads)

## FLEURY LINE

The Best line to buy is the most profitable line to sell.

For years the Fleury line has been the most popular among stock men — is still in the lead.

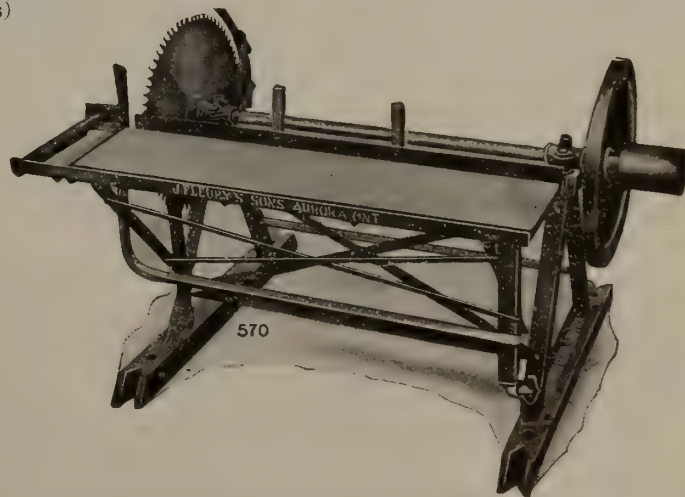
Handle the Best lines and be known as the Best dealer.

## WOOD SAWS

Steel or Wood Frame  
Can be supplied adapted for sawing poles.

Ask for Particulars

**Buy Victory  
Bonds and  
Help Win  
the War**



FLEURY POLE SAW—STEEL OR WOOD FRAME

# JOHN DEERE PLOW CO., LIMITED

Branch Houses

WINNIPEG  
Man.

REGINA  
Sask.

SASKATOON  
Sask.

CALGARY  
Alta.

EDMONTON  
Alta.

LETHBRIDGE  
Alta.



### New Tractor Distributing Agency Established

The Turner Mfg. Co. of Port Washington, Wis., have established a distributing agency at 195 Portage Avenue East, Winnipeg, to be known as The Turner Tractor Sales Co., that will take care of their tractor sales in Western Canada. Stocks will be carried in Manitoba, Saskatchewan, and Alberta, from which they will be in a position to give prompt and efficient service.

This move speaks well for tractor development in Western Canada, and doubtless will be welcomed by farmers and dealers throughout that section, as a helping hand in meeting the demand for mechanical horse-power much needed to replace men.



The officers of the Turner Tractor Sales Co. made sales arrangements with the Turner Mfg. Co. after the closest comparison and tests under widely varying conditions of the leading makes of tractors, where, it is stated, the Turner Simplicity clearly demonstrated its superiority.

Many western dealers will doubtless know the Turner Mfg. Co. as makers of the "Simplicity" line of farm engines, which for eighteen years have been distributed throughout Canada and the United States. Turner Simplicity Tractors are taking the lead everywhere, say the company, and the sales growth of the Turner Mfg. Co. has been phenomenal during the past two years. The Western Canadian distributors for the Turner Mfg. Co. have a staff of experts which will give Turner Simplicity tractor owners and dealers prompt and efficient assistance. These men will cover the territory throughout the Western provinces, while the distributors state that they will in the near future open warehouses at Regina and Calgary, so that dealers in each province will be assured prompt delivery of tractors.

The Turner Tractor Sales Co. will keep an ample supply of extra parts on hand at all times and

have provided for giving the best of service to the trade. Their stock of tractors far exceeds the number one would naturally expect to find in the warerooms at a new point, and it may be expected, therefore, that the Turner Mfg. Co. expect to give the trade the best of service. Regarding the Turner Simplicity, the new distributors state as follows:

"The Turner 'Simplicity' Tractor is of the versatile four-wheel, four-cylinder type, which may be used as an all-purpose tractor, with good pulling power at the drawbar and yet light enough in weight to make it an economical farm power for all light jobs. Its belt performance is equally good. Its kerosene motor makes it economical for running light machinery, and is powerful enough for the heavy farm machinery, up to a medium-sized threshing machine. It has been known to plow a swamp where horses could not be used. It has pulled a 20-inch grub plow through sprout land. Its average job is pulling three plows through stubble ground at a good lively speed."

We will doubtless hear much more, from now on, of the Turner "Simplicity" Tractor, when the Turner Tractor Sales Co. get into their stride. Interested dealers should write these distributors.

### Company Increases Coal Output

Coal Sellers, Limited, with head offices at Winnipeg and Regina, Saskatoon, Calgary and Edmonton report business in all lines of coal as exceptionally brisk for this season of the year. This company has largely increased the output of its Pembina Peerless Mine, situated about seventy miles west of Edmonton, and is therefore in a position to appoint numerous new agents for this coal. By Dominion Government Test (Department of Mines, Ottawa, 1915 Report No. 331) Pembina Peerless Coal is proved to be superior in efficiency and actual heat obtained to Taber, Drumheller and Edmonton coals.

### Distributing "Little Giant" Tractors

N. J. Dinnen & Co., Winnipeg, have been appointed Western Canadian distributors for "Little Giant" tractors, which are manufactured by the Little Giant Co., at Mankato, Minn. For many years, in fact since 1876, this manufacturing concern have been producing "Little Giant" power hammers—possibly the best trip hammers made. They developed the "Little Giant" tractor some nine years ago, and its efficiency has been fully proven by the demand for this tractor throughout United States territory. In securing the distribution of the "Little Giant," N. J. Dinnen & Co. have a tractor that bears an enviable reputation for quality construction. A few of its leading features are as follows:

The power plant is a complete unit, belt pulley, engine, flywheel, clutch, transmission system and rear drive axle with differential system, giving a short coupled straight line drive delivering, it is claimed, 76 per cent of the engine power to the drawbar. The quality of materials used in this tractor is exceptionally high. No cast iron is used in any part of the construction. Castings are all of a special alloy semi-steel, this giving great strength to the various parts. The bull gears are of special alloy cast steel and all other gears and shafting are high



## OCTOBER SPECIALS FOR WIDE-AWAKE DEALERS

Wagon Doubletrees---Finished and Painted - \$6.25 doz.  
Size 2 x 4 x 48 (No Clevises)

Wagon Tongues---Finished and Painted - - \$2.65 each  
Without Haws—3½-ins. and 3¾-ins.

Wagon Reaches---Irroned and Painted - - \$1.60 each  
2 x 4 x 10-ft. and 12-ft.

THIS IS SURPLUS STOCK WILL MOVE QUICKLY  
BUY WHILE THEY LAST—MEANS BUY NOW!

*Westco* Favorite Cutter Gears

THE BEST MADE CAN DELIVER NOW

SEND YOUR ORDER, OR ASK FOR PRICE

D. ACKLAND & SON, LIMITED

WINNIPEG □ CANADA



tensile alloy steel, heat treated. The forgings are of the best procurable steel.

This excellence of construction is, doubtless, due to the fact that the "Little Giant" is built entirely in the factory at Mankato; only the carburetors, magneto, radiator and bearings are bought outside. It is made in two sizes—one machine having a 3 to 4-plow capacity, the other handling 5 or 6 plows.

Interested dealers can obtain full particulars regarding the "Little Giant" tractors by writing N. J. Dinnen & Co., Winnipeg.

#### Company Handle Several Lines

As well as this prominent tractor line the Dinnen Co., in their machinery department, represent the Jeffrey Mfg. Co., of Columbus, Ohio, manufacturers of conveying machinery, coal handling equipment, wagon and truck loaders and storage battery trucks. This concern is one of the largest makers of power drive equipment in America. The Dinnen organization also handle M-C concrete mixers and Troy trailers for trucks and tractors as made by the Troy Wagon Works, Troy, Ohio. They also handle the Thew Automatic Shovel and represent Master Trucks Inc., Chicago, who make trucks in 1¼, 2 and 3½ ton sizes, also 6-ton truck tractors.

In their wholesale building supply department the N. J. Dinnen Co. have a large connection, handling such products as Hy-tex face brick, Denison tile, terra-cotta roofing tile, superior brick and a complete line of paints, cement hardeners and floor finishes.

In another department they represent the Frost Steel & Wire Co., of Hamilton, Ont., the Canadian Shovel & Tool Co., Hamilton, Maple Leaf Harvest Tool Co., and several other well known Canadian and American lines. The officers of the company are: N. J. Dinnen, president; G. O. Woodman, secretary; J. W. Sanderson, sales manager. Mr. Woodman has been a resident of Winnipeg since 1882 and Mr. Dinnen since 1897. Mr. Sanderson is well known to the Western implement trade, as he was for eight years connected with the John Deere Plow Co. During this month he will make an extended Western trip, during which he will appoint agents for the representation of the company's lines.

The nineteenth annual convention of the National Federation Implement and Vehicle Dealers' Associations will be held in Chicago, October 8, 9 and 10, 1918. The Hotel Sherman will be the headquarters.

#### Monarch Tractors in Canada

Monarch Tractors, Ltd., Brantford, Ont., are a branch of the Monarch Tractor Co., of Watertown, Wis. Keen interest was evinced in the product of this company at the power farming demonstration at Cobourg, Ont. The company produce Lightfoot and Neverslip tractors in the following sizes: Lightfoot, 6-12, and

Neverslip, 12-20, 18-30 and 30-55 horsepower, creeper type machines of good design.

The company, which is largely controlled by Canadian capital, have installed machinery in two buildings, 40x200 feet each, and soon production of 500 Canadian-made tractors will be commenced. It is anticipated that the Canadian factory will greatly relieve the parent plant at Watertown,

which hitherto has been kept at full capacity in supplying the foreign demand for these machines.

A convention speaker recently declared that "the implement dealer is the best route to the farmer." That may be, but he isn't hankering to be walked over. What say you, Brother Dealer?

# PEMBINA PEERLESS COAL

Second Only to the  
Famous "Lethbridge Imperial"

**COAL  
DEALERS**

Some  
Agency  
Points  
Still  
Open

**WRITE US**

By Dominion Government test (1915, Department of Mines, Ottawa, Report No. 331) Pembina Peerless Coal is proved to be superior in efficiency and actual heat obtained to Taber, Drumheller and Edmonton Coals.

Pembina Peerless Coal is **not** an Edmonton Coal. It is mined over seventy miles west of Edmonton, in the Pembina Coal field, and is prepared over one of the most up-to-date plants in Western Canada. Capacity, one thousand tons daily.

**BURNS ALL NIGHT**

**No Bone No Rock No Clay No Clinker**

**Domestic and Steam Coals from Every Field**

## COAL SELLERS LIMITED

**Western Canada's Largest Coal Distributors**

WINNIPEG: 905 Union Trust Bldg.  
Phones: Main 4093-4094

REGINA: 25 Canada Life Bldg.  
Phone 4300

SASKATOON: 402 Drinkle Bldg.  
Phone 3259

CALGARY: 815 Herald Bldg.  
Phone Main 1326

EDMONTON: 908 McLeod Bldg.  
Phone 9358



### Locating Repair Parts for Engines

During the recent convention of the National Gas Engine Association, W. L. Derry, president of the Dealers' Federation in the United States, made a strong plea for a better system of marking engine and machine parts. He said, in part:

"If you knew how much trouble it was for us as dealers to decipher and figure out and get the number of repairs off of implements and gas engines, especially implements but to some extent on gasoline engines, I believe you would be more particular in having those numbers put on these parts more plainly. We sell these engines promiscuously

to farmers and it's mighty hard for us to keep a report or record of all those sales, and when the farmers have a breakage and come back for repairs, it's hard for us to determine where these come from. I think that is a point which you should take into consideration.

"I don't recall a single repair list of goods on gas engines that has any cuts or plates to show the pictures of the particular parts. Now, you must remember that the implement dealers are not well posted on gas engines. They do not understand technical terms. Is there not some way you could get your repair list on a more simplified basis than you have at the present time and also keep in mind that the dealer

doesn't understand these terms as you do, and fix it as near as possible so that he could determine the piece by the name? That would be a great help to the dealer."

In commenting on the margin allowed dealers, Mr. Derry contended that implement dealers' margins are not in excess of 25 per cent on sales taking business as a whole. "Manufacturers say: why is not 25 per cent on repairs a profitable business," said the speaker. He then cited a few reasons why this was insufficient:

"Take the implement dealer who is selling implements, gas engines and all lines pertaining to that class of business taken as a whole, and his margins are twenty-five per cent. You will remember that he turns his stock on the cost of goods about three times. I am safe in saying to you that no dealer during one year's business will turn that repair stock more than once while he turns his regular stock as a whole, three times. The investment is greater in repairs than it is in the other line of business. Any dealer who carries his stock of repairs sufficient to take care of the trade, every year accumulates a certain percentage of obsolete parts that must be thrown away."

### Concerning Tractor Salesmanship

By G. M. MATSON, Sales Manager John Lauson Mfg. Co.

There has been a great deal said about the large demand for tractors and the inability of manufacturers to supply the demand. Nevertheless the salesman who starts out to drum up some tractor business finds he has plenty of opportunity to exercise all the innermost arts of salesmanship he can muster up in order to get his share of the sales. Tractor salesmanship is distinctly of the creative type.

The salesman has almost unlimited advantages and talking points to dwell upon—better and deeper plowing, putting the seed bed in finest possible condition, working more acreage, road work, heavy belt work, pulling stumps, and many more possibilities.

Not only must the successful tractor salesman have a thorough knowledge of his tractor, but must have a general knowledge of power farming machinery, separators, ensilage cutters, etc. Tractors are going to play a big part in the good roads campaign. The salesman who is familiar with road machinery and can talk on road work intelligently is the one who is going to be successful in selling tractors for this class of work.

Tractor buyers all seem to be

from Missouri. Ninety-nine out of every one hundred want to see the machine under actual working conditions in the field before placing their order. A salesman should be capable of driving his tractor on a prospective purchaser's farm, should know how to hook onto a plow, harrow, or other power farming machinery and give the farmer such a skillful demonstration that he will simply have to see its many advantages.

Many automobile dealers and distributors, and the like, are now getting into the tractor game—men who without a question have made a success of their particular line from a salesmanship standpoint, but who have never had any occasion to look at a plow or grain binder. When they try to put the tractor over, they immediately feel the necessity for a more thorough knowledge of farming conditions so that they may get the farmer's viewpoint. They must, in effect, become tractor and implement dealers.

Tractor schools, which some manufacturers are holding, are doing wonders for educating salesmen and getting them started in the right channel. The manufacturer who takes time to hold a tractor school and invites all of his distributors and their salesmen and leading dealers to the factory, and gives them some practical tractor "Gray Matter," is firing some big guns in the right direction which are bound to be mighty effective in bringing home a volume of business.

A live tractor salesman should be loaded with facts on fuel consumption. He should be able to go into detail on construction and know every nut and bolt in his machine. From two to four weeks should be spent in the factory in overalls, assembling tractors, making adjustments, seeing how the parts are made, testing and operating so that the salesmen can speak intelligently to the prospective customer. This is the day of intelligent salesmanship, and practical experience is the best teacher.

It is well to be able to present some figures on horse cost, feed, etc., which a tractor would do away with. However, this should not be enlarged upon too much as it generally leads to an argument. Rather specialize on the many advantages of farming with a tractor and the superior construction of the machine you are selling.

At a recent meeting of the council of the Society of Automotive Engineers, T. B. Funk, manager of the tractor branch of the Moline Plow Co., Moline, Ill., was elected second vice-president.

## GILSON TRACTOR

"Goes Like Sixty"



**MADE IN CANADA**

**THE 100% Service Tractor** that does all the things you want a tractor to do. Great power, compact construction,—extra strong and durable, but light and handy. It has great drawbar pull and economy,—and for belt work it is unsurpassed. Built of the finest materials,—Hyatt Roller bearings,

—Alloy steel,—Dust proof transmission, etc.—and all so simple and easy to operate that a small boy can do it easily.

The Gilson Standardized Tractor meets perfectly the demand for a high class, serviceable tractor to increase production, and is a money-maker for its owners. Sizes 12-25 and 15-30 h.p.

Write to-day for full particulars.

**GILSON MFG. CO., Ltd.,** Dept. Y. **WINNIPEG, MAN**

## Cushman Tank Heaters

### A Profitable Winter Specialty

MADE IN TWO SIZES

12-Inch, Weight, 140 lbs.

14-Inch, Weight, 165 lbs.

**EVERY STOCK OWNER IS A PROSPECT**

*Get a Sample on Your Floor—NOW!*

Cast iron, one-piece body. Cast iron fuel basket and ash pan—removable, as shown. Draught easily regulated. Anything that will burn makes good fuel for the Cushman Tank Heater. Large, submerged surface gives quick heating. 5-inch smokestack, 23 inches high, has ventilator cap and spark arrester. Suits wood, steel or concrete tanks of any size. Side lugs allow tying down if desired. Projections on bottom prevent heater burning bottom of wood tanks when water is exhausted. Built to last a lifetime.



WRITE FOR PRICES AND FULL PARTICULARS

**Cushman Motor Works of Canada, Limited**

*Builders of light weight, high grade Gasoline Engines for all Farm Power Work*

**DEPT. E., WHYTE AVE. AND VINE ST.**

**WINNIPEG, MAN.**



# Better Equipped TO GIVE Better Service



New *Westwo* Home  
REGD

Singletrees	-	-	Ironed and Painted
Neck Yokes	-	-	Ironed and Painted
Eveners	-	-	Ironed and Painted

Complete Wagon Sets

Three, Four, Five, Six and Eight-Horse Evener Sets

Only the best grade of Oak and Hickory used in the manufacture of these goods. Every piece backed by *Westwo* guarantee

Sold by Leading  
Western Jobbers



Send for Illus-  
trated Circular

## WEST-WOODS, LIMITED

### WINNIPEG



### West-Woods Ltd. Have Large Manufacturing Facilities

As was announced in our last issue, West-Woods Limited, Winnipeg, have taken over the manufacturing trade and equipment of D. Ackland & Son. The purchase was completed some months ago and recently machinery and equipment have been transferred to the large, new factory, illustrated in the company's announcement elsewhere in this issue. The factory itself has a floor space of over 35,000 square feet. This permits the installation of a complete equipment of the most modern woodworking machinery in group arrangement, a factor in economy where cost of production is a prime consideration. By this arrangement raw material entering at a point into the building passes from one stage of manufacture to another without loss in time or handling and emerges at the other end of its trip as finished material, bearing the "Westwo" brand, which is a guarantee of its excellence. Or else the watchful inspector has for some flaw in material or manufacture culled it out, and consigned it to the fire heap.

Power for the entire plant is furnished by a battery of electric motors, which, in Winnipeg,

means the cheapest power available to any factory in the continent. Such facilities permit a product of the best class at the lowest possible cost, a point of vital interest both to the dealer and the ultimate consumer of the line. The factory at the present time has on its pay list over one hundred employees. The product covers an entire range of carriage, wagon and sleigh woods, with auto rims, spokes, etc.; a complete line of finished and ironed wagon double-tree sets, hitches and eveners, with many other 'small lines' essential to the farmers' requirements. "Westwo" farm sleighs, cutter gears and boss harrows were being turned out in large quantities when a representative of Canadian Farm Implements made his visit, while the genial superintendent stated that other lines for the western farmer are being planned for early manufacture.

The lumber yard is well stocked with hardwoods from the best southern supply mills. West-Woods Limited enjoy in this regard the benefit of a twenty-five year connection made by their predecessors, and one which ensures them the cream of the hardwood supply. With the past reputation of "Westwo" products and the facilities for maintaining a

high standard of output, the prospect for the future of this enterprising new firm is indeed rosy.

C. W. Furrow, manager and superintendent of the organization, combines a wide experience in the best American and Canadian factories with a firm belief in the future of the west, and a determination to participate in its expansion, which speaks well for the share that West-Woods Ltd. will have in western trade circles. Mr. Furrow has been in the wood goods manufacturing industry all his life and is an expert in factory operation and large production methods. Quality is the slogan on which he will carry on the production of the "Westwo" line. He states that his firm intend to market their product entirely through the jobbing trade as the most logical channel of distribution to the retailer, and is just reaching the point where he is in a position to care for their demands for the "Westwo" brand of guaranteed woods. The country has more room for such firms as West-Woods Limited, to whom we wish all success.

### Wagon and Sled Makers Held Meeting

Early in September the farm wagon department of the U.S. National Implement and Vehicle Association held a meeting in Chicago, at which 57 manufacturers were represented. One of the most important considerations discussed was that of meeting the needs of the French government for 220,000 wagon and cart wheels, which France requires by December 1st. Those manufacturers present volunteered to sup-

ply over 175,000 wheels, and it is expected that factories not represented at the meeting will assume the responsibility of furnishing the balance.

By reason of many of the wagon manufacturers having unfilled orders on hand for the U.S. government wagons and having considerable difficulty in getting sufficient materials and labor, it will necessitate a high order of business and factory management in all of the wagon plants to meet these conditions and at the same time to produce a reasonable number of wagons for the domestic demand.

Other matters considered at the meeting were the uniform wagon and truck warranty and a uniform wide-tire law.

### Standard Sled Track

On the following day the manufacturers of bob sleds met, and after discussion adopted a standard track for the entire country, this being 44 inches from center to center of the runners.

Heretofore, sleds in the United States have been made in track measuring variously all the way from 30 inches to 56 inches. Physical conditions in that country in various sections, together with the greater or less degree of snow fall, had resulted in a large variety of widths of track being made. The 44-inch track was finally adopted as being the most logical for all sections of the bob sled territories.

Other items considered in the standardization and eliminations process were the widths and lengths of runners, widths of bolsters, etc.

1842

P &amp; O

1918

## Economy of Power

MEANS

With IXL Bottoms  
and Quick  
Detachable  
Shares

P & O Little Genius  
Power Lift Tractor Plows



**WHY** do tractor demonstrators like to pull P&O Little Genius Plows? Because they give the operators every chance to make good with their tractors. Because they call for the minimum amount of power. Of the price you get for a tractor plowing outfit the plow represents by far the smaller part. But when it comes to the field test, the plow is a most important part of the outfit. You should, therefore, give just as much attention to the selection of the plow as you do the tractor. The P&O Little Genius makes it possible to obtain the desired results with the least tractor effort. This means that the outfit makes good more easily in the field demonstration which usually precedes a sale and stands up longest after the sale is made. Let us send you our new folder illustrating and describing these splendid plows.

Made by PARLIN & ORENDORFF CO., Canton, Ill., U.S.A.

International Harvester Co. of Canada, Ltd.

SALES AGENTS FOR CANADA

WINNIPEG BRANDON REGINA SASKATOON NORTH BATTLEFORD  
YORKTON ESTEVAN CALGARY EDMONTON LETHBRIDGE

## JUMBO Kerosene- Gasoline ENGINES

3, 5 and 7 H.P.

Get, and Hold, Engine Business for Dealers  
Every "Jumbo" Sold is a Salesman for You

JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in your district. There are more quality selling points in the JUMBO than in any other engine of similar horsepower.

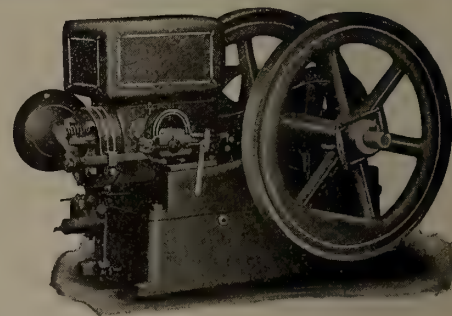
ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES

Manufactured by Nelson Brothers Company Saginaw, Mich., U.S.A.

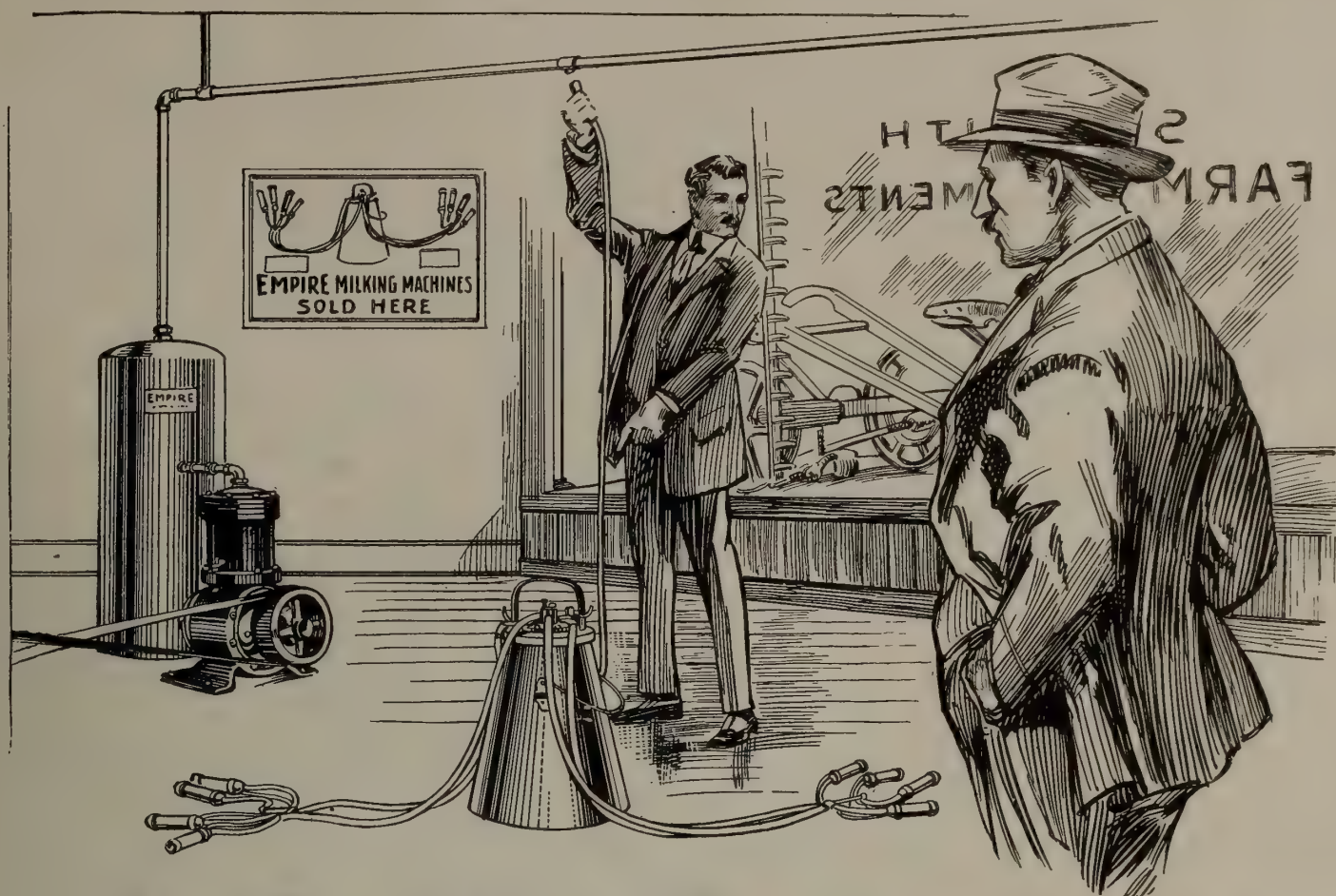
WESTERN CANADIAN JOBBERS

Tudhope-Anderson Co. Limited

WINNIPEG REGINA SASKATOON CALGARY







## It Sells Because-

What accounts for the fact that the Empire Milking Machine is an easier seller than other types on the market? This will tell you in a few words:—It sells—

—because, it has more strong, exclusive talking points that appeal to the dairyman.

—because it relieves the dairyman of the constant scourge of the hired help problem. The Empire never “quits”—never wants Sunday evenings off.

—because it releases men for work in the fields—a woman or a boy or girl can operate the Empire successfully.

—because it cuts the cost of producing milk.

—because the Empire is so well advertised that there is hardly a dairyman who is not already “half-sold” on Empire.

—and most important of all, because the Empire is constructed right, basically right, from the general broad principle on which it works down to the smallest details.

A Dealer Contract that's all in your favor. We realize fully the importance of co-operation. Therefore we have drawn up the most favorable dealer contract we know of. This contract, together with the recognized leader among milking machines, is a mighty strong combination that will increase your dairy trade, not only in milking machines, but will stamp you as a dealer that handles the most reliable products—and that's a reputation worth having.

**WRITE TO-DAY FOR CATALOG AND  
DEALER PROPOSITION**

### ROBINSON-ALAMO, LIMITED

WESTERN CANADIAN DISTRIBUTORS

140 PRINCESS STREET

::

WINNIPEG, CANADA

### THE EMPIRE CREAM SEPARATOR COMPANY OF CANADA, Limited

146 CRAIG STREET, W.

::

MONTREAL, P.Q.

ALSO MANUFACTURERS OF EMPIRE CREAM SEPARATORS AND GASOLINE ENGINES

# EMPIRE

## MILKING MACHINES



## "The Mark of Merit"



# J. I. CASE TRACTOR PLOWS

**T**HE J. I. Case Tractor Plow is a glowing tribute to J. I. Case skill. In this plow the experience gained in over 40 years of specialized plow building is shown.

The plow "rides" easily on its three wheels. All unnecessary weight and "drag" have been eliminated. Cuts clean and deep yet offers a minimum of resistance to the tractor. This means a big day's work at a minimum operating cost.

Handled easily from tractor seat. Has simple, sturdy power-lift. Plow bottoms enter and leave the ground point first, like a walking plow.

An implement that will give service from the first day. This plow bears the J. I. Case trademark—the strongest guaranty of quality ever placed on any implement.

*Write us for complete details of our dealer proposition.*

## J. I. CASE PLOW WORKS

240 West Sixth St.  
Racine - Wisc.  
U.S.A.

### Draft and the Plow

In these days there is a great demand for light draft plows. Light draft in itself is desirable if quality is not sacrificed. In an endeavor to compete with each other and convince the farmer that a small powered tractor would turn a large amount of land some tractor manufacturers have demanded light draft plows—sacrificing quality of work to attain this end. We should never forget that the tractor should be designed for the purpose of plowing—the plow is not used for the purpose of showing off the tractor.

Naturally plow draft will vary with the type and condition of the soil. The meagre data available on this subject indicates that the draft will vary from 3 lbs. per square inch of furrow cross-section on a light sandy soil up to 20 lbs. per square inch on dry gumbo soil.

Tests conducted in Illinois some years ago indicated that under favorable conditions brown silt loam stubble required a draft of about 4 pounds per square inch of furrow cross section. Under these conditions, a 14-inch bottom, working at a depth of 6 inches would give a draft of 336 pounds. When the soil becomes dry it plows much harder.

Tests reported by the Hyatt Roller Bearing Company show that the draft frequently runs up to 7 or 8 lbs. per square inch of furrow cross-section. A 14 in. plow bottom working 6 inches deep which requires 8 lbs. per square inch would require a pull of 672 lbs. A horse working at the rate of 2 miles per hour is supposed to be able to exert a continuous pull of from one-eighth to one-tenth his weight. On this basis it would require two 1344-lb. horses per bottom under the first condition, and four such horses when the plowing becomes harder. These figures indicate that throughout a plowing season, four horses do not furnish sufficient power for a 28 in. gang plow. This fact is amply borne out by field experience. To do real efficient work we should use five horses on our gang plows and when plowing is hard, six if possible. Frequently we sacrifice quality in plowing because we have not sufficient power. Much of this difficulty has been overcome by the use of the tandem hitch which is the only efficient method for working four horses on a sulky plow or five or six on a gang plow.

You can give some people a piece of your mind without improving them mentally.

## PACKERS AND SERVICE

*TO-DAY IF YOU WANT A PACKER YOU  
WILL FIND THAT*

## CHRISTIENSEN IMPLEMENTS

Are the only people who can supply you. Not only is our packer the best that money can buy, but we back up our goods with

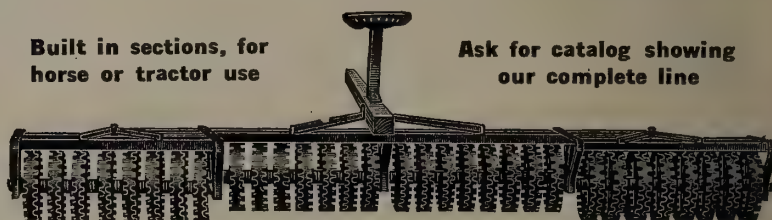
### SERVICE TO THE DEALER

Unless you have handled our line you cannot appreciate what this service means. We are right with you, backing you up, to give the farmers of Western Canada what they want—when they want it. More Christiansen Implements mean more satisfied customers and bigger business. The following lines are worth your consideration:

Plow Attached Packers—all sizes; Plow Attached Harrows; Land Packers; Land Rollers and Pulverizers; Boss Harrows; Ford Car Truss Rods; Ford Car No-Kick Crank.

Built in sections, for  
horse or tractor use

Ask for catalog showing  
our complete line



GET IN TOUCH WITH US NOW

BETWEEN US WE CAN GET RESULTS

## CHRISTIENSEN IMPLEMENTS, LIMITED

Factory : 303 Owena Street, Winnipeg





# "Little Giant" Tractor

16-22 H.P. ABSOLUTELY GUARANTEED

## The Engineering Sensation of the Tractor World

### SPEEDS

#### MODEL B

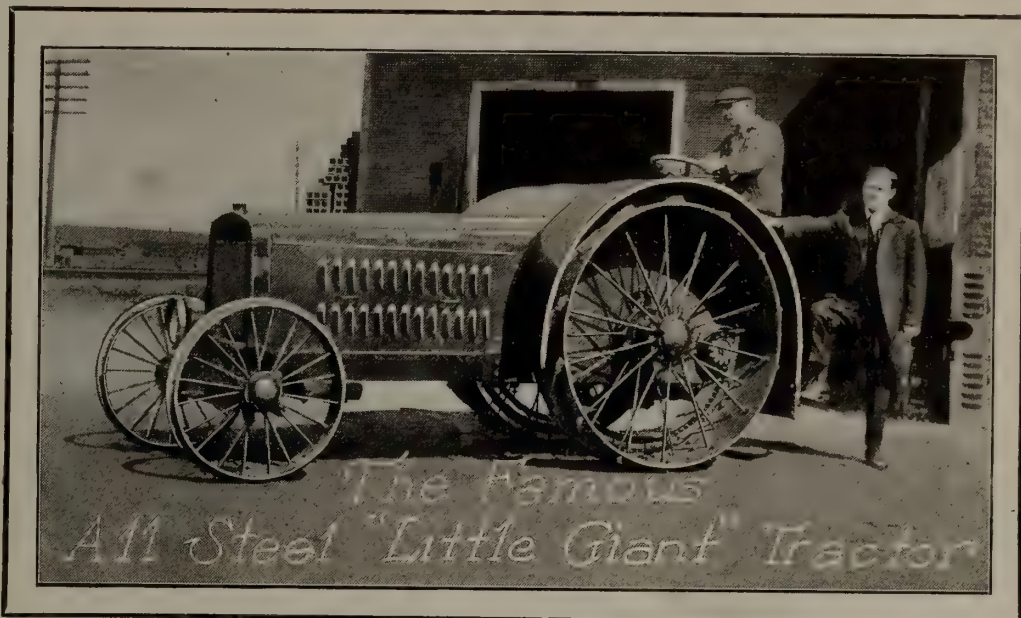
Miles per hour:

Low,  $1\frac{1}{2}$  m.p.h.

Intermediate,  
Supplied with either  
 $2\frac{1}{4}$  m.p.h. or 3 m.p.h.

High, 6 m.p.h.

Weight: 5200 lbs.



### DRAWBAR

#### MODEL B

Pull in pounds:

Low, 5000 lbs.

Intermediate,

$2\frac{1}{4}$  m.p.h. 3200 lbs.

3 m.p.h. 2500 lbs.

High, 1750 lbs.

Reverse 5000lbs.

## STRENGTH, EFFICIENCY, ENDURANCE, ECONOMY

ALL STEEL CONSTRUCTION. No cast iron, cheap steel or inferior materials. All gears, shafts and working parts of alloy steel, heat treated and surface hardened. 31 sets of Hyatt roller and ball bearings. No plain bearings used. All gearing enclosed from dirt, dust and weather. Spring mounted on three point suspension. Cannot strain or rack the construction. A complete power unit, consisting of belt pulley drive, motor, clutch, transmission and differential; short coupled and straight driven, without universal joints; running in oil on roller and ball bearings. Drawbar pull is what counts. The "LITTLE GIANT" TRACTOR delivers 76 per cent of its motor power to the drawbar, as compared with 40 per cent to 50 per cent in other tractors.

### Fuel Economy

The "Little Giant" uses kerosene without smoke, smell, pre-ignition, fouling of motor, or crank case oil dilution. Also uses gasoline and distillate. Throttles perfectly at all speeds and loads. Saves from 10 per cent to 25 per cent in operating costs over any other tractor. Superheated steam is used for fuel mixture instead of cold water, giving maximum power on minimum fuel consumption under all weather conditions.



### Construction

Note design of main frame. Heavy channels, hot riveted. Irreversible automobile worm and gear steering device. No motor vibration; and all gears and shafting are of high tensile alloy steel. Heat treated in our own furnace for 24 hours and tempered in oil. Front wheels heavy steel with dustproof bearings, running in Hyatt rollers.

OILING SYSTEM—Combination force feed and splash for motor. Lubricates perfectly in any engine position. Transmission grease for other parts of power plant. Attention only needed monthly.

EXTRA EQUIPMENT—10-inch reflector front and rear lights. Draftometer, showing drawbar pull in pounds at all times, prevents overloading. Drive wheel extension rims.

FOR NINE YEARS THE LEADER IN TRACTOR VALUE AND CONSTRUCTION.  
DEALERS WANTED. WRITE AT ONCE FOR FURTHER PARTICULARS

MANUFACTURED BY "LITTLE GIANT" COMPANY, MANKATO, MINN.

(For 42 Years Makers of "Little Giant" Power Hammers)

WESTERN CANADIAN DISTRIBUTORS:

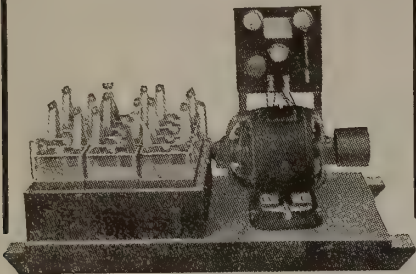
N. J. DINNEN & COMPANY, LTD.  
WINNIPEG MAN.





## The LISTER Line

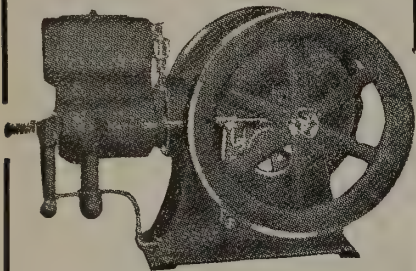
Helps Dealers to Increase Their Volume and Profits



### Lister Storage Battery Electric Lighting Plants

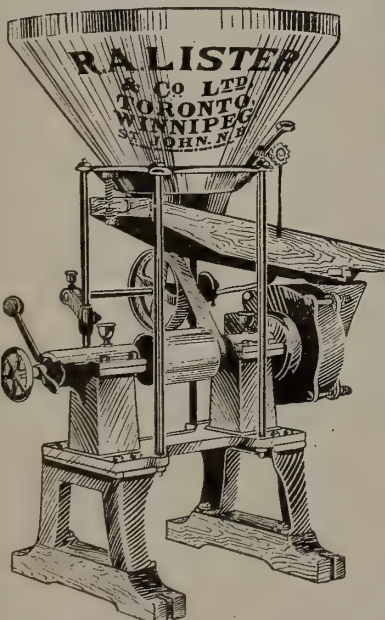
Very simple design; battery, generator and switchboard assembled on one base. No complicated mechanism. Any one can run them. Made in three sizes. Your customer can use his own engine. Ask for full particulars and agency offer.

### "Canuck" Gasoline-Kerosene Engines Meet the Demand



Made in Sizes: 1 1/4, 3, 4, 6 and 10 H.P. Reliable and economical farm power for your customers. Simple, easily operated; light in weight, finely balanced. Very low fuel consumption. Compact design. Jump spark ignition—enclosed crank case and high grade carburetor. Five year guarantee. All "Canuck" engines are shipped on skids. Ask for catalog.

### LISTER GRINDERS



Very large capacity; easy running. Fine adjustment. Strong reversible plates. Guaranteed to grind more feed on the same power than any grinder of the same size made. Sold with or without base.

#### OUR LINE INCLUDES:

Gasoline and Kerosene Engines, Grain Grinders, Electric Lighting Plants, Milking Machines, Cream Separators, Churns, Sawing Outfits, Silos, Combination Threshers, Pumps, Pump Jacks, etc.

Get the Lister Proposition

**R. A. LISTER & CO.,**  
(CANADA) LIMITED  
WINNIPEG  
Toronto Montreal

## The Value of Spreading Straw

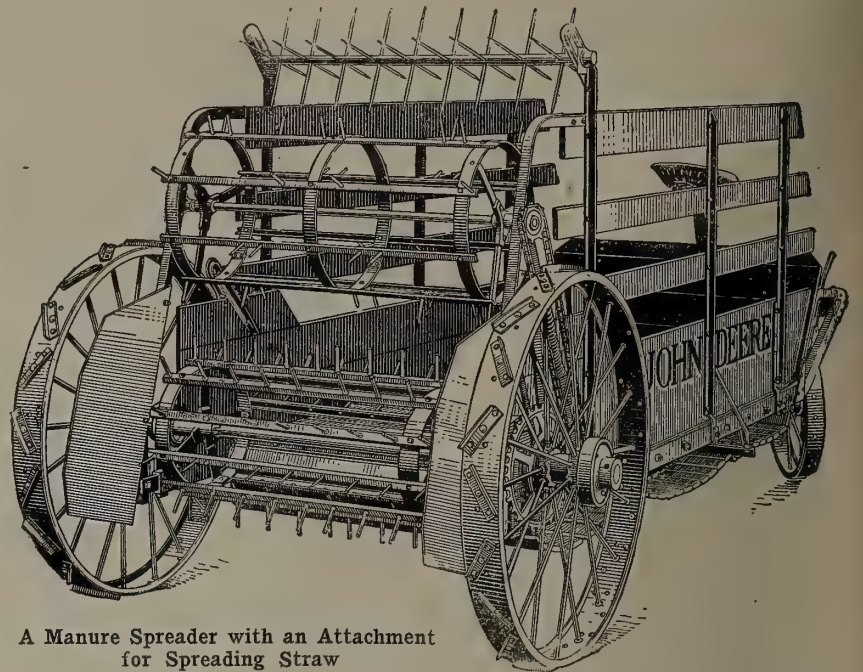
At last we are coming to realize the fact that for every ton of straw that the farmer burned he was deliberately depriving his soil of over three dollars' worth of fertility. In the grain-growing areas of Canada it would be hard to estimate the millions of tons of straw that have been consigned to the flames. Notwithstanding this fact, farmers generally realized that straw had a great fertilizing value, and that it should be returned to the soil, yet one of the principal reasons for straw burning was the enormous amount of hard work necessary to scatter the straw over the fields.

We are now learning a fact that has been shown vividly in abandoned farms in the Eastern States, and in parts of Canada—that the single-cropping system and the burning of straw invariably ends in the land being deprived of its humus. The farmer must conserve his soil fertility, and in producing a cultivated crop on average soil the resulting loss of humus per acre amounts to from 1,500 to 1,800 lbs. This loss of humus must be made good if the soil fertility is to be maintained. Straw is not only a humus producer, but is one of the greatest of natural fertilizers—rich in crop-

producing elements. By straw spreading, the farmer can increase his wheat yield five bushels or more per acre, and other crops in proportion. This is not theory; it

spreading might have alleviated to a great extent. We have realized, as agriculturists, that straw had a value, but none of us have sufficiently appreciated its real value.

Increasing knowledge in the fundamentals of soil conservation



A Manure Spreader with an Attachment for Spreading Straw

has been done—purely by the utilization of the straw which we have in the past so wantonly burned in the farming areas of Western Canada.

The drought-stricken areas this year are a sign of what straw

and the enlightenment which the agricultural colleges and government experts have brought to the farmer, has shown him the tremendous error he commits when he burns his straw. Straw needs only to be spread evenly over his land to increase the supply of plant food, add to the humus in the soil, to increase its water-holding capacity and lessen the danger from soil blowing in those districts where this menace to successful grain growing has to be annually combatted by the farmer.

#### Soil Blowing Preventable

Many areas of light lands suffer each year from soil drifting or blowing. In these sections, the prevention of excessive blowing or drifting becomes an important agricultural problem. The loss from the blow soils is cumulative; it is likely to grow greater from year to year rather than to grow less. In sections where the soil blows badly, the farmers have frequently lost the larger proportion of their crops.

The prevention of soil blowing is a comparatively simple matter, although sometimes accomplished with a great deal of difficulty. Soils which contain a sufficient amount of organic matter, grass roots, etc., rarely blow. It is the soil that is deficient in this organic matter that blows and on which the losses occur. Organic matter may be added to the soil either by the production of crops such as our grasses, or alfalfa, clover, etc., which develop considerable root systems, or through the direct application of manure or straw.

## A Real Money-Maker for Dealers

Get the Agency for the

## PARKER SAFETY HITCH

"The Tractor Plowman's Insurance"

SELLS ON SIGHT



The best safety hitch for tractor plows ever invented. One size only—adaptable to all kinds of plows, and from one to five bottoms. Strong, simple design; will last a lifetime. The turning of a wing nut allows operator to set the hitch to any load. When plow hits a stone or stump, the resistance immediately unhitches the load, eliminating all possibility of breakage and injury to implement. It also saves the engine from all jar and strain—an important feature.

You can sell this Parker Safety Hitch to every tractor owner in your district. One sold will sell a dozen. No hitch on the market is so safe and reliable. Public tests in Winnipeg on July 30 fully proved the remarkable efficiency of this hitch.

Write at once for our Attractive Discount to Dealers. You can make Big Profits this Fall selling the Parker Safety Hitch. Don't Delay. Place your Order NOW. Write

**MARTIN PARKER, Tyndall, Man.**



In many of the soil drifting sections the problem is one of immediate necessity. Some system must be adopted which will effectively stop the blowing during any one spring. The simplest method of doing this is by the application of either straw manure or of straw. If straw can be applied to a field soon enough, blowing may be absolutely prevented. The application of straw or strawy manure need not be heavy. A thin coating in the worst spots is sufficient to prevent even the lightest field from blowing seriously.

#### Retaining Available Moisture

One ton of humus (decayed straw, etc.) will hold for the growing crops two tons of water and give it to them as they need it. Aside from the fertilizing value of straw this feature of spreading straw should not be overlooked. For every ton of humus that you store up in your fields you are simply insuring your crops an additional two tons of water for the next hot summer. This is about the best and the cheapest crop insurance that the farmer can buy. It's sure—you take no chances. Land rich in humus produces crops every year, not only because the soil is richer, but because it has more moisture when the growing crops need moisture. Even in dry years when adjoining fields are burned up, dry as a bone and the crop lost, the farmer who has looked ahead and spread straw to build up a rich humus supply will be reaping a good crop and putting money in the bank. It doesn't pay to burn straw stacks—it is just about as bad to let them stand and rot down. He must get the straw back on the land—it is just like putting money out at interest, only it yields much greater returns.

As we have said, it is estimated by agricultural authorities that a ton of wheat straw contains plant food with a manurial value of \$2.50; that is to say, it would, before the war, cost this amount of money to purchase commercial fertilizers of the same amount as you get in the ton of straw. But at the present value of commercial fertilizers, a ton of wheat straw has a fertilizing value of approximately \$4.00. There is something like \$100 worth of fertility wasted in the average straw pile which we used to burn without reflection.

#### Its Chemical Value

Straw contains nitrogen, phosphorus and potash, all plant food constituents. Straw also adds humus to the soil, and this, in turn, liberates and makes available the plant food already there, besides being an effective agent for the retention of soil moisture.

When a farmer burns straw he is destroying wealth that can be made available later if handled right. It is just as bad to let a straw stack rot down as to burn it. Almost all the nitrogen and humus is wasted in both cases, while if the stack rots down, the spot is made so fertile that small grain crops on it are practically a total loss. Spreading straw on winter wheat for protection is advised by many agricultural authorities. The greatest argument against straw spreading was the labor involved, but now that there are different types of very efficient straw spreaders on the market, the farmer has no excuse if he does not utilize his straw for the betterment of his soil.

#### The Use of the Spreader

With the modern straw spreader about 20 acres can be spread in a day, a load in about twelve or

fifteen minutes. It is estimated that a fair-sized load will cover an acre of land. Some manure spreaders are made with a straw-spreading attachment so that the farmer can use them for spreading either straw or manure. Most of these machines now in vogue are made so that they can be attached to a hay frame.

In one common design, special sprocket drive wheels are clamped to the rear wheels of the truck on which chains run which actuate mortise gear wheels, which in turn rotate the horizontal forks. These forks are mounted on vertical steel shafts and throw the straw broadcast. A clutch gear, controlled by a lever at the side of the frame, starts the revolving forks, while in most types an endless straw carrier feeds the load backwards to the forks or beaters for distribution. There is little

mechanism to go wrong in these machines, which are remarkably efficient.

It is quite evident that there are but two ways in which the manurial value of straw can be conserved. First the straw can be used for bedding or feed for live stock and thus eventually find its way back to the land in the form of manure, but on the average Western Canadian farm the live stock is limited and the straw usually plentiful. Let us use the straw by spreading.

The dealer is a pretty well punctured person. Behold the many things sold through him.

Co-operative competition will do more for the merchants of a community than either co-operation or competition by themselves.

## If Performance and Long Service Count with Your Prospect—you can sell him a HAPPY FARMER TRACTOR

Whether you talk size—speed—construction—economy in upkeep—draw-bar pull—belt performance—or price—you can win out with the Happy Farmer. Especially does the new Model "F" allow you great latitude in talking points. In fact, many farmers have SOLD THEMSELVES on these tractors.

### J. I. CASE P L O W S

We make it possible for you to sell the complete outfit by stocking the famous J. I. Case Engine Gangs. Styles include both moldboard and disc. We are glad to explain our method of sale to you.

### GOOD TERRITORY

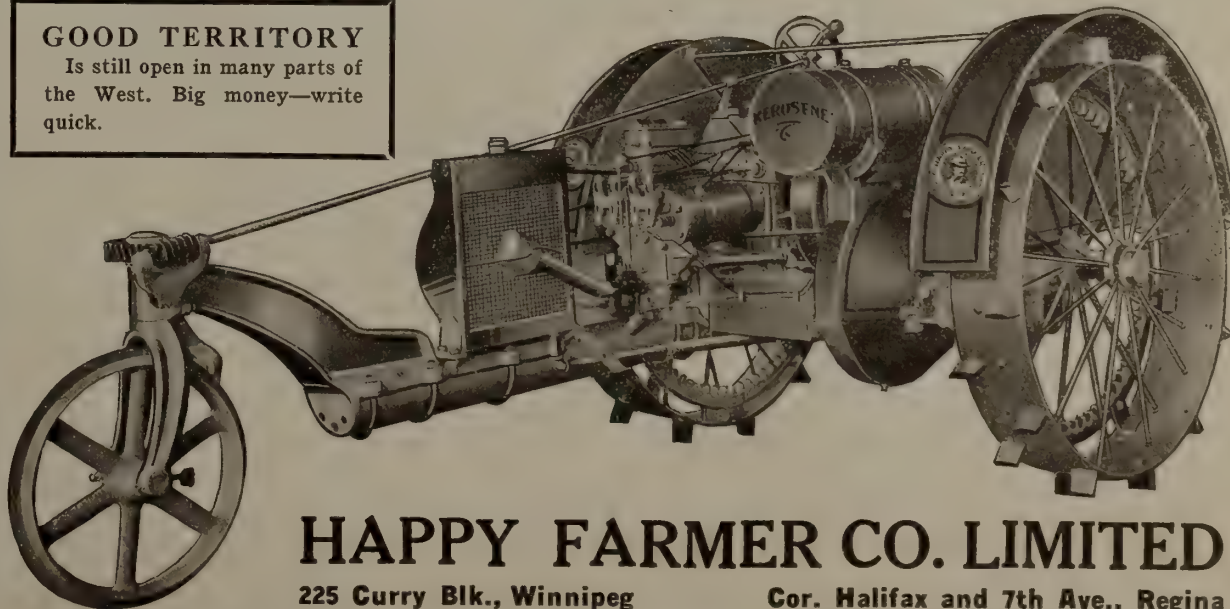
Is still open in many parts of the West. Big money—write quick.

The many points that have made this tractor so well liked—such as the perfect Kerosene burning engine, the short turn either way, the broad open, simple construction, the ease of operation and so on—are now brought to greater perfection in the New Model. Four of such improvements are:

**MORE POWERFUL ENGINE**  
**PATENTED AIR INTAKE**  
**HEAVIER PARTS**  
**NEW OPERATOR'S PLATFORM**

**MODEL "F"**  
**12—24**  
**HORSE POWER**

We have a new folder in colors with plenty of illustrations which tell the story thoroughly. You will be surprised at the improvements mentioned. Get in touch with us to-night. And in the meantime line up a prospect or two—this is tractor season.



## HAPPY FARMER CO. LIMITED

225 Curry Blk., Winnipeg

Cor. Halifax and 7th Ave., Regina



## The Eastern Canadian Tractor Demonstration

(Continued from Page 10)

W. G. Charlesworth, sales department; Thos. Simpson, sales manager; W. McKee, inspector of agencies; Frank Beno, tractor inspector, and F. H. Hunt, advertising manager of the company.

H. F. Bailey & Son, Galt, Ont., had on exhibit a model of the Hinman milking machine of the individual vacuum pump type. This machine, with three units, is said to milk 18 to 25 cows per hour. R. D. Bailey was in charge.

The Ohio Manufacturing Co., Upper Sandusky, Ohio, showed a 9-18 h.p. Whitney tractor, which handled a two furrow Oliver plow. A. B. Whitney, president, was present, assisted by C. C. Deiner and G. G. Kuening, from the Columbus agency.

The Gray Tractor Co., Minne-

apolis, showed one of their wide drive drum tractors, 18-36 h.p., plowing and using tillage tools from the side arm hitches, a feature of this machine.

The Midwest Engine Co., Indianapolis, was represented by Chipman Limited, Montreal, who showed two 16-36 h.p. Atlas tractors, pulling four furrow Oliver plows. One tractor was equipped with a lighting plant for night work. F. P. Steel, manager of tractor sales, from the factory, was present, along with a number of salesmen.

The Remy Electric Co., Chicago, showed a line of Remy magnetos, also a tractor motor equipped with the Remy electric governor generator, battery ignition and electric starter.

The Sawyer-Massey Co., Hamilton, showed two of their well-known tractors pulling Cockshutt

plows. One of these was driven by a farmerette, showing its ease of operation. An exhibit of the separators made by the company was also in evidence, and the Sawyer-Massey entries were always a popular centre of attraction on the grounds.

The Rein-Drive Tractor Co., Toronto, showed three of their tractors in operation, the control of this machine being of particular interest.

E. Leonard & Sons, London, showed two 12-24 h.p. Huber Light Four tractors, which were handling three furrow 10-inch Cockshutt plows. One also operated a large ensilage cutter. W. F. Wheaton, general sales manager, was in charge.

The National Tractor Co., Cedar Rapids, showed a 12-24 h.p. National machine which operated a three furrow 12-inch Oliver

plow. A lady drove this machine, which is equipped with a six speed friction transmission. W. E. Carpenter, of the New York branch, was in charge of the exhibit.

The R. & P. Tractor Co., Alma, Mich., had in operation one of their 12-20 h.p. tractors. O. L. Pembroke was in charge.

The Waterloo Manufacturing Co., Waterloo, Ont., had in the demonstration two 12-20 h.p. Heider tractors, as manufactured by the Rock Island Plow Co. These machines hauled 12-inch Rock Island plows, also handled Waterloo Champion separators in 24 and 28-inch cylinder sizes. The work done by the Heider tractors was exceptionally good, demonstrating their plowing capacity to the utmost.

Goold, Shapley & Muir Co., Brantford, showed their Beaver tractors, also their stationary engines and other lines.

The Universal Milking Machine Co., Columbus, Ohio, had on exhibit one of their milking machines, an equipment with several excellent features in design and remarkably simple and adaptable. John G. Eklundh, president, was in charge, assisted by L. W. Allury.

The Northern Electric Co., Toronto, showed a 50-light farm electric lighting plant, a belt drive plant and a truck plant. J. A. McDonald and J. A. Berger were in charge.

The Grace Motor Co., Toronto, showed a power attachment adaptable to Ford cars, and operating a wood saw.

C. H. Rooke Ltd., Toronto, showed the Delco-Light, an electric lighting plant for farm use, which was generating power for the operation of a washer and a cream separator. T. Simpson was in charge.

The Roderick Lean Mfg. Co., Mansfield, Ohio, showed a line of their tractor tillage tools, discs, etc.

### Event Was Educational

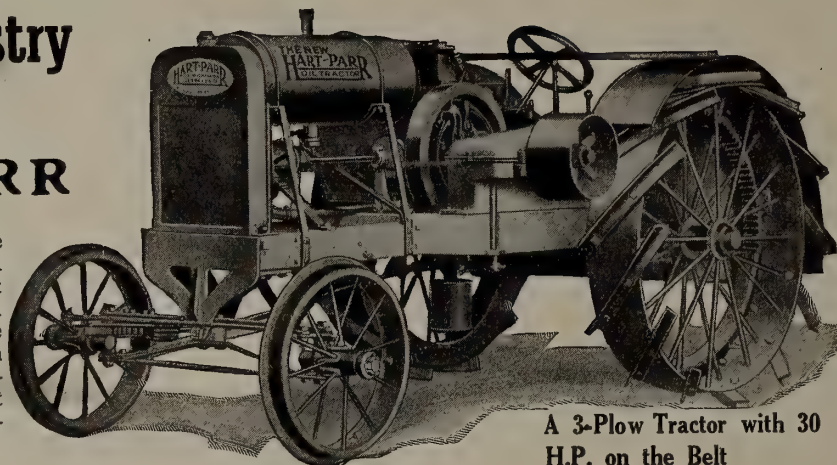
The whole demonstration was purely educational and in no sense a competition. Some of the tractors were tested for various purposes by the companies entering them—the dynamometer tests being particularly interesting. Records of costs were compiled by some entrants, the average depth of the plowing being about seven inches. On the opening day of the demonstration it was estimated that around ten thousand attended the demonstration, the line-up of cars being a remarkable sight.

Many of the companies report good business from their exhibition locations, while all concede that the educational value and the

## The Latest Product of the Founders of the Tractor Industry

### THE NEW HART-PARR

Dealers want to handle what the farmer demands, because reduced sales resistance lessens the cost of selling and assures increased volume. The great demand for the New Hart-Parrs is the expression of the farmers' approval of Hart-Parr Quality—famous throughout all the years of tractor development.



A 3-Plow Tractor with 30 H.P. on the Belt

### The Hart-Parrs

were the first successful kerosene burning tractors. During years of development every point of performance that showed possibility of improvement, every feature of construction that could be made more efficient, was adopted. The result of this true tractor development is embodied in the New Hart-Parr.

A 3-plow tractor with all the strength, proportionate power, economy and reliable operation that made the larger Hart-Parrs famous. Sturdy, dependable, simple—guaranteed to do as much or more on a gallon of kerosene as can be done on gasoline.

Discriminating dealers know the great advantage in selling the New Hart-Parr, because the dealer has back of him the years of experience of the founders of the tractor industry, and the builders of the first successful kerosene tractors.

Size, price and utility just right for the majority of farms. Our contract is a most desirable one. In handling the New Hart-Parr you sell a recognized necessity.

WRITE AT ONCE FOR DESCRIPTIVE LITERATURE AND FULL PARTICULARS

## HART-PARR OF CANADA, LIMITED

WINNIPEG and REGINA

### Specifications:

POWER—Pulls 3 plows, 30 H.P. on belt. Tested at last National Tractor Demonstration, Salina, Kas., developing 31 H.P. at 732 R.P.M.  
MOTOR—2-cylinder twin, 4 cycle, Valve in head, 750 R.P.M.  
MOTOR FRAME—Cast steel, one piece. No bend, no twist.  
CARBURETOR—New Dray kerosene shunt.  
BEARINGS—SKF and Hyatt.  
SPEEDS—2 forward, 2 and 3 mi.; 1 reverse.  
TRANSMISSION—Selective sliding gear.  
RADIATOR—Perfex—shaft driven fan.  
LUBRICATION—Madison-Kipp force feed.  
WEIGHT—5,000 pounds.

### Successful Kerosene Burning

demonstrates itself in the smooth running at all loads. No irregular explosions nor throttling as it passes from full load to no load, or vice versa. The New Hart-Parr is the perfect kerosene burner. Simplicity, accessibility, bull-dog tenacity in power, that's what you offer your customers. Reliability, strength and adaptability for all farm work. One-piece, cast steel engine bed—no misalignment of gears possible.



future sales made prove the event to be well worth the expense incurred. There is no doubt that the Eastern Canadian farmer has got into the tractor way of thinking and that he will, in the future, be a live prospect for tractors and tractor implements.

We believe that this type of power farming demonstration showing tractors not only plowing, but operating separators and other belt-driven machines, and also hauling manure spreaders, discs, cultivators, etc., is of infinitely more interest to the farmers than a straight plowing demonstration. Plowing is only one thing that the tractor can do; the farmer wants to see its adaptability for all-around work and the various hitches used for different operations. What we require at our Western Canadian demonstrations is something of this nature—an exposition of every agricultural operation in which the tractor can be adapted to the needs of the agriculturist.

Manager Van Vleet is to be complimented on the very efficient arrangements made. He dug into statistical lore and proved that only once in the past 26 years

has there been rain in that district around the dates on which the demonstration was held. The weather man took an unseemly revenge on "Van" and evidently attempted to make up the arrears due in the 26 years which "Van" had figured upon.

#### New Alberta Manager for Engine and Pump Co.

D. C. Thom, manager of the Western Canadian branch of the Ontario Wind, Engine and Pump Co., at Regina, reports a splendid increase in business for this year. In spite of early pessimistic crop reports Mr. Thom advises that their western business has shown a monthly increase of a very satisfactory kind over the same

months of last year. A new manager has been appointed for their Calgary branch in the person of S. A. Smuck, succeeding H. A. Grant. Mr. Smuck is well known to the implement trade of Alberta, having been engaged in that line of work there for a number of years.

The implement trade will also be interested in knowing that the Ontario Wind Engine and Pump Company have recently added a new kerosene burning gasoline engine to their line. This engine is made in 3 sizes, 3, 5, and 7 h.p. Full particulars regarding the lines handled by the company can be obtained from their western headquarters at Winnipeg, Regina and Calgary.

#### Happy Farmer Made Good Showing

The Happy Farmer tractor, Model "F" was awarded the first prize and decorated with a blue ribbon at the county fair at Evansville recently. The plowing demonstrations were held on two days, three other tractors competing. The Happy Farmer finished first and without stopping from start to finish, burning kerosene only.

On the opening day the tractors were set to plowing alfalfa sod, and the Happy Farmer was the only tractor able to finish its allotment. It pulled 3 14-in. plows on both days, according to a report from the company.

## PROFIT-BUILDERS FOR THE WINTER MONTHS

We are now handling specialty lines that ensure steady sales and good profits for the dealer the year around. Investigate the lines we are distributing. They are in demand right in your territory.

**Ford Truck Bodies**      **Winter Tops For All Makes Of Autos**  
**Hood Covers**      **Top Envelopes**      **Sporting Goods and Auto Accessories**

Get our latest lists and agency proposition on these lines. Best quality goods. Good stock on hand. Prompt delivery guaranteed.

WE MANUFACTURE AND DISTRIBUTE THE FOLLOWING LINES:

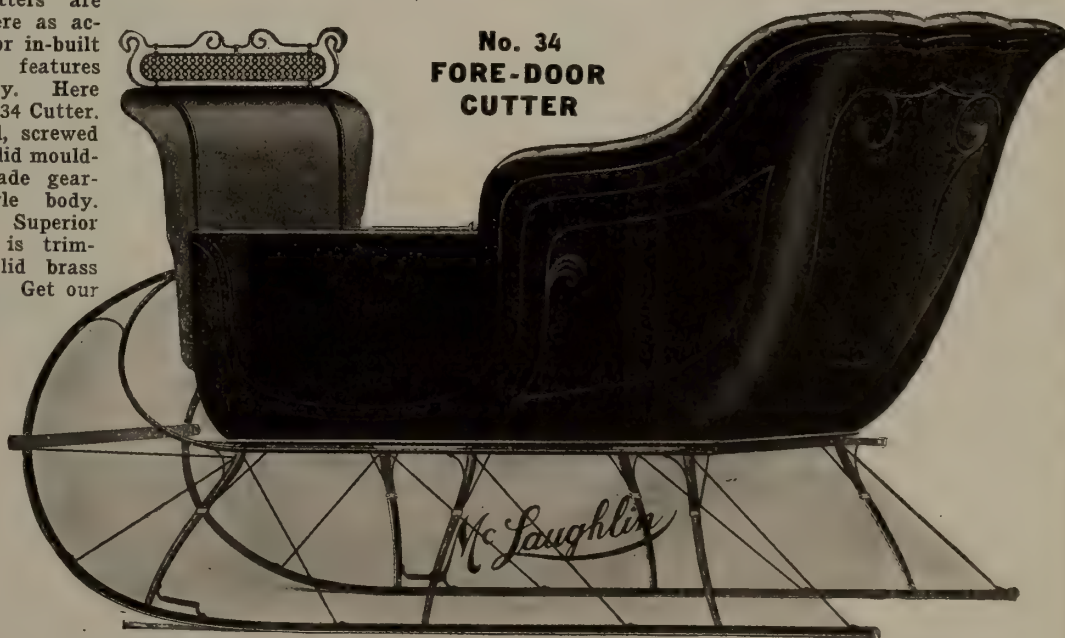
**McLaughlin Carriages and Cutters**  
**Brockville Carriages and Cutters**

**Munro & McIntosh Carriages and Cutters**  
**Heney Harness and Blankets**

### SELL CANADA'S STANDARD CUTTERS LEADERS IN STYLE, QUALITY, FINISH and DURABILITY

McLaughlin Cutters are known everywhere as accepted leaders for in-built value, exclusive features and serviceability. Here we show the No. 34 Cutter. Panels are glued, screwed and plugged. Solid moulding; highest grade gearing. New style body. Finely finished. Superior trimming—door is trimmed inside. Solid brass full plate screen. Get our special sleigh catalogue. Our prices are right and no better sleighs are built.

*We Advise  
Dealers to  
Order their  
Requirements Now*



**Get the Agency Offer on our Cutter and Vehicle Lines**

**CARRIAGE FACTORIES, LIMITED**  
**156 PRINCESS STREET, WINNIPEG**

Distributing Houses:

MOOSE JAW

CALGARY

EDMONTON

SASKATOON

## ATTENTION!

### YOU KNOW IT'S A FACT

Wind is the cheapest power available for pumping. The MANITOBA Line of Steel and Wooden Wheel Mills gives a complete assortment. New Prices just out. Get the Agency.



10-ft. Vaneless Direct Stroke Wooden Wheel Mill, with 5½-ft. Girted Galvanized Steel Towers.



5-ft., 8-ft. and 10-ft. Steel Back Geared Mills with Galvanized Steel 5½-ft. Girted Towers.

**Manitoba Engines Ltd.**

Phone 2943

BRANDON, MAN.



## Further Elimination in U.S. Farm Machinery

The Conservation Division of the U.S. War Industries Board has already put into effect in the farm machinery industry plans for saving essential materials and equipment and for reducing the amount of capital tied up in manufacturers and dealers' stock. A tentative schedule was submitted makers of wagons and trucks which will result in a large saving of raw materials and stock investment.

Recent plans outlined by the board deal with the production of harvesters, mowers and hay rakes. The following suggestions are made:

**One-Horse Mowers**—The manufacture of the 4-ft. bar to be discontinued and each manufacturer to restrict his output to the 3½-ft. bar.

**Two-Horse Mowers**—The manufacture of the 4-ft. bar to be discontinued and each manufacturer to restrict his output to 4½, 5, 6, 7 and 8-ft. bars, in both light and heavy frames.

**Hand Dump Rakes**—The manufacture of all hand dump hay rakes to be discontinued.

**Sulky Rakes**—The manufacture of sulky rakes to be restricted to 8, 9, 10 and 12-ft. sizes.

**Combination of Teeth**—Each manufacturer to restrict his output to two combinations of teeth, i. e., light and heavy, in any one size of rake.

**Grain Binders**—Each manufacturer to restrict his output of grain binders to 6, 7 and 8-ft. in left-hand only.

No additional material for eliminated implements or parts could be ordered after August 26, except to even up stocks on hand. No manufacture of this eliminated machinery is allowed after June 30, 1919.

### Spring Tooth Harrows

The manufacture of the following spring tooth harrows to be restricted to the following sizes:

Wood frame spring tooth harrows, lined and unlined, in 8, 9 and 10-tooth sections.

Combination wood and steel frame spring tooth harrows in 8 and 9-tooth sections, without levers and shoes.

Channel bar, low frame spring tooth harrows in 6, 7, 8, 9, 10, 11 and 12-tooth sections.

Pipe bar, low frame spring tooth harrows in 6, 7, 8, 9, 10, 11 and 12-tooth sections.

High frame, U, channel or pipe bar spring tooth harrows with shoes, including combination har-

rows in 6, 7, 8, 9, 10 and 11-tooth sections.

High frame, U, channel or pipe bar spring tooth harrows with wheels, including combination harrows in 6, 7, 8 and 9-tooth sections.

**Alfalfa Teeth**—Alfalfa teeth may be manufactured for spring tooth harrows and handled either as extras or assembled in the standard spring tooth harrow frames as a complete tool.

**Riding Attachment for Spring Tooth Harrows**—These attachments may be continued but are to be furnished only as extras.

The manufacture of wood frame spring tooth harrows and combination wood and steel frame harrows may be continued until June 30, 1919.

### Ensilage Machinery

The schedule or program of manufacture is as follows:

Each manufacturer to restrict his production of silo fillers to four sizes only and to one style of construction in each size; fillers to be equipped with feed table and with either blower or carrier elevator.

### Land Rollers and Pulverizers

1. The manufacture of the following implements to be discontinued:

- (a) Sheet Steel Land Rollers.
- (b) Sub-Surface Packers.
- (c) "Crow Foot" Pulverizers.
- (d) Double Gang Disc Pulverizers—Solid Disc Type.

2. T or U Bar Land Rollers: The manufacture of these land rollers to be restricted to 7½ feet or 8 feet lengths, one size, but not both to be made by any one manufacturer.

3. Pipe or Cast Bar Land

Rollers: The manufacture of these land rollers to be restricted to 7½ feet or 8 feet lengths, one size, but not both to be made by any one manufacturer.

4. Single Gang Pulverizers with Plain Disc Wheels—Hollow and Solid Wheel Type: The manufacture of these pulverizers to be restricted to the following sizes: 7 feet by 15 inches, 8 feet by 15 inches, 7 feet by 18 inches, 8 feet by 18 inches, 10 feet by 18 inches.

5. Double Gang Disc Pulverizers—Hollow Disc Type: The manufacture of these pulverizers to be restricted to the following sizes with 15 inch front section wheels and 12 inch rear section wheels: 5 feet, 7 feet, 10 feet, 15 feet, 6 feet, 8 feet, 12 feet.

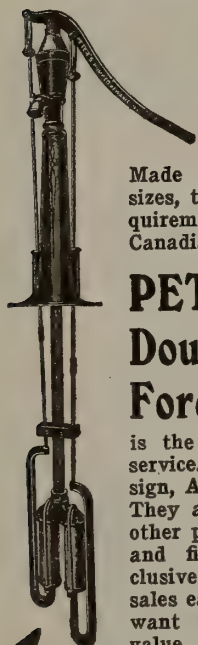
Should the development of the tractor make it appear advisable to add to the lengths above listed this suggestion will be given due consideration.

### New Tractor on Market

The Craig Tractor Company was formed recently at Cleveland, Ohio, where they have begun the erection of a large plant. It is stated that the plant will be ready for operation by the middle of this month. The officers of the company are as follows: President, Henry D. Smith; vice-president and general manager, Norman Craig; secretary, Arthur Judson; treasurer, R. T. Meacham.

This concern will produce the Craig tractor, which has a four-cylinder slow speed kerosene burning engine. One of the many features in this tractor is the type of rear wheel which, it is said, combines the advantages of the round wheel and crawler type of propulsion, while eliminating the disadvantages of both. This wheel design, which is the invention of engineers in the Italian army, is claimed to overcome extremely bad conditions of soil or road. It has been used extensively on the

## PETERS PUMPS



Gives More Water  
in Less Time with  
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

### PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:  
Get Peters'  
Pump  
Proposition  
for 1919



Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Milwaukee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

## PEERLESS ORNAMENTAL FENCING

A Big Trade Is Waiting for You.

YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you. Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.

### Send for Dealer's Proposition

Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates. Write today.

BANWELL-HOXIE WIRE FENCE CO., Ltd.  
WINNIPEG, MAN. HAMILTON, ONT.



## PUMPS

AND

### Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work. We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.  
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL  
Phone 607

19-6th Street Brandon, Man.



wheels of artillery in the war area in Italy. Jointed pads are held against the rim of the wheel by springs. These flat pads, two of which always grip the ground, allow the actual wheel to roll on them while providing a flat area for propulsion on the softest soil. This idea is a very old one and was used in a cart wheel designed in marshy countries in Europe. Following are a few features in the design of the Craig tractor.

Power, 15-25 h.p.; weight, 4,500 pounds; two speeds, high, 4 m.p.h.; low, 2½ m.p.h. Engine, 4-cyl., valve-in-head type, 4½x6 inches. Pressure feed lubrication for main and connecting rod bearings, splash for other parts. Gears run in oil. Modine-Spirex radiator. Berling high tension magneto and impulse starter. Bennett air cleaner. Selective spur gear transmission—two speeds forward, one reverse. Rear wheels have Craig pad track, 44x12 inches. Wheel area constantly on ground, 540 sq. inches. Rear axle and front provided with Timken bearings. Twelve bearings in transmission. Wheel base 88 inches. Width of tractor, 78 inches; length, 129 inches. Turning radius, 17 feet. The belt pulley, 11x7½ inches; belt speed, 2,700 feet per minute.

### Save the Gasoline

We are asked to conserve gasoline not only by "gasless" Sundays, but on every day in the week. It is evident that a united effort to eliminate gasoline waste will not only serve the cause of the Allies, but will also benefit automobile owners through more economical operation of their machines. The following rules will ensure every car owner the satisfaction of doing his part to conserve gasoline:

1. Don't let engine run when car is standing. It is good for starter battery to be used frequently.
2. Don't spill or expose gasoline to air; it evaporates rapidly and is dangerous.
3. Don't use gasoline for cleaning and washing; use kerosene or other material for cutting grease.
4. Stop all gasoline leakages. Form habit of shutting off gas at tank or feed pipe.
5. Adjust brake bands so they do not drag. See that all bearings run freely.
6. Have carburetor adjusted at service stations of carburetor or automobile companies; they will make ordinary adjustments without charge.
7. Keep needle valve clean and adjust carburetor (while engine is hot) to use as lean mixture as

possible. A rich mixture fouls the engine and is wasteful.

8. Pre-heat air entering carburetor and keep radiator covered in cold weather; this will insure better vaporization.

9. See that the spark is timed correctly with engine and drive with spark as fully advanced as possible without causing engine to labor.

10. Have a hot spark, keep plugs clean and spark points properly adjusted.

11. Avoid high speed. The average car is most economical at fifteen to twenty-five miles per hour.

12. Don't accelerate and stop quickly; it wastes gas and wears out tires. Stop engine and coast long hills.

13. Cut down aimless and needless use of cars. Do a number of errands in one trip.

14. Know your mileage per gallon. Fill your tank full and divide speedometer mileage by gallons consumed.

### Cravath in New Position

L. B. Cravath was recently appointed sales manager of the Hession Tiller and Tractor Corporation, Buffalo, N.Y. Mr. Cravath, who was present at the Cobourg demonstration, has latterly been western salesman for the Cleveland Tractor Co. of Cleveland, Ohio. He has had long experience in the farm machinery

field and for a number of years was associated with the J. I. Case Threshing Machine Co. as salesman in the Dakotas. Leaving that concern he joined the Advance-Rumely organization as Western Canadian representative, subsequently being transferred to Memphis, Tenn. The many friends of Mr. Cravath in Western Canada will wish him success in his new position.

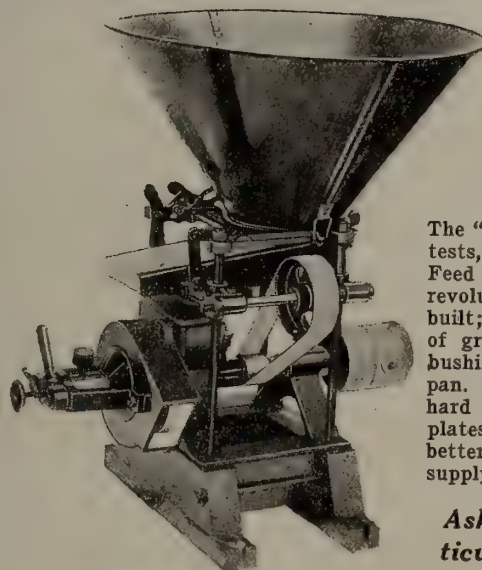


## Mr. DEALER Cater Can Sell You

Wood or Iron Pumps cheaper  
than any one in the West.

GET HIS PRICES BEFORE YOU ORDER

Brandon Pump & Windmill Works  
BRANDON MAN.



## Dealers: Here's Your Opportunity Downie Feed Grinders

Made in Four Sizes: 6, 7, 8 and 10 Inches

The "DOWNIE" is made in Winnipeg and has proven, under the most remarkable tests, to have greater grinding capacity with less driving power than any other Feed Grinder on the market. Hopper capacity from 3 to 4 bushels. At 2,200 revolutions the 8-inch Downie, by actual test, ground 50 bushels per hour. Low built; compact; free from vibration. Drive shaft has long bearings on each side of grinder head ensuring perfect alignment and meshing. Removable babbitt bushings. Hard oil cups provide perfect lubrication. Exclusive type of shaker pan. Easily regulated for fineness. Heavy release springs expand plates when hard substances pass through screen, throwing out the obstacle. The DOWNIE plates never choke, but clear and spring back instantaneously. No grinder has better construction and material. One on your floor will sell a dozen. Let us supply you with descriptive literature.

Ask for Full Particulars and Prices

## "EXCELSIOR JUNIOR" BLOWER FEED CUTTERS Meet the Demand

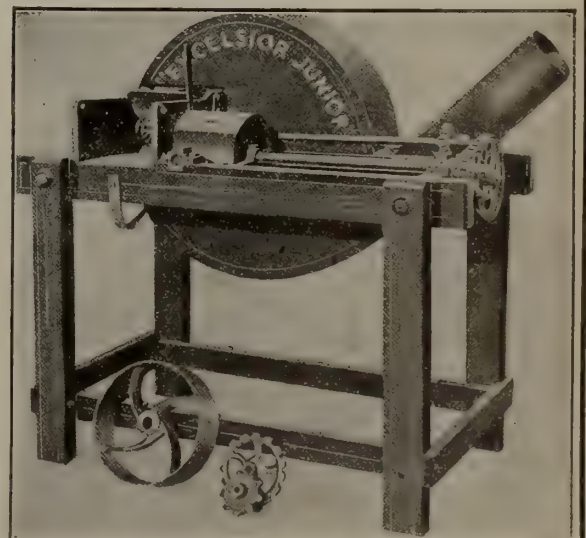
We sell seven styles of Feed Cutters, for hand, horse or engine power. You can help your customers conserve feed by handling this line. Every farmer with over 5 head of stock wants an Excelsior Junior. Blower connection fits common 6-inch stove pipe. Only 4 to 6 H.P. required, by engine, windmill or sweep horse-power. Carries feed to any part of the barn or elevates it any height up to 20-feet. Cuts and elevates ½ to ¾ ton of feed per hour. Cuts three lengths, ½ to 1½-inch; 9-inch throat. Two concave, specially tempered tool steel knives. One lever starts, stops and reverses. Get our prices and place your order at once.

## SELL WATSON'S HARDWOOD FRAME WOOD and POLE SAWS



Have solid steel shafts and high grade babbitted bearings. Heavy, solid balanced flywheel. Three 5 x 6 pulleys. Rigidly braced hardwood frame. Complete saw mandrels supplied separately if desired.

WE CARRY REPAIRS  
and SHARES FOR  
ALL MOLINE and  
JANESVILLE  
IMPLEMENTS



### SEASONABLE WATSON LINES

Farm and Bush Sleighs; Roller Crushers; Feed Cutters; Feed Grinders; Root Pulpers; Wood and Pole Saws; Horse Powers; Pump Jacks; "Viking" Cream Separators.

*John Watson Mfg. Co.*  
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.



## Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

C.H., Sask.—You can procure a No. 1 wheat sieve and a No. 2 top chaffer for a 27x42 Aultman-Taylor separator from the Hart-Parr Co. of Canada, Winnipeg.

E. & Co., Sask.—The Corbin disc harrow is no longer being manufactured. Repairs, however, are stocked by the Thomas Manufacturing Company, at Springfield, Ohio. You can obtain part J307 from no other source.

Enquiry.—Can any reader identify a wagon with steel axles, axle being numbered AA3060? Wheel runs on roller bearings, 3-inches diameter, and 3-inches long. Two bearings in each wheel; set in sleeve 9½-inches long by 4 inches diameter, tapering to 3½-inches. Advise this department.

J.C.M., Alta.—Boxing for disc No. 601 is for a Monitor disc harrow formerly made by the Fuller & Johnson Mfg. Co. and now by the Madison Plow Co., Madison, Wis. Order repair direct.

A.C.B., Man.—Repairs for the Aeromotor windmill can be obtained from W. Eddie, Princess Street, Winnipeg.

L.S., Sask.—New timer gear for a Foos Jr. 4 h.p. engine can be had from the manufacturers, the Foos Gas Engine Co., Springfield, Ohio.

F.B. Co., Alta.—Sixteen-inch plow share marked with a star and No. 1. This share has evidently been made by some blacksmith from a blank furnished by the Star Mfg. Co., Carpentersville, Ill. These blanks are numbered 1, 2 and 3 to designate solid cast, soft center and crucible steel.

D. McA., Man.—The friction pulley for a "Prima" power churn can be procured only from the manufacturers, the Buckeye Churn Co., Sidney, Ohio.

E.H.F., Man.—Rear axle bracket for plow, No. 3478, and bail bracket No. 3410 are for a gang plow made by the Parlin & Orendorff Co., Canton, Ill. For repairs, address the International Harvester Co. of Canada, Winnipeg.

B.W., Sask.—We do not know of a Nelson stationary engine. Are you confusing this with the "Jumbo" engine, made by Nelson Bros., Saginaw, Mich., and handled by Tudhope-Anderson, at Winnipeg, Regina and Calgary.

H. & Co., Man.—Cross clevis G191 is for a plow made by the La Crosse Plow Co., La Crosse, Wis. Order direct from factory.

O.J., Man.—In using an engine for pumping, it is advisable to instal the largest cylinder that can be pumped by hand, in relation to the supply of water. A large cylinder and long stroke gives the engine a load, and reduces the cost of pumping. A 3-in. single acting, 6-inch stroke pump at 40 per minute, lifting water 50 feet, requires only .16 h.p. but a 4-inch, 10-inch stroke pump at 35 per minute, for the same lift, requires .40 h.p. Large pumps about double the water supply per gallon of fuel compared with small pumps.

N.S., Alta.—Ratchet for plow wheel lever, marked HX305 is for a "Good Enough" gang plow, made by the Moline Plow Co. You can procure new part from John Watson Mfg. Co., Winnipeg.

A.L.S.—The Tolton harrow is made by Tolton Bros. Ltd., Guelph, Ont.

P. McE., Man.—The "Iowa" cream separator is made by Associated Manufacturers Co. at Waterloo, Iowa. Crane & Co., Winnipeg, handle this machine, and repairs should be procurable from that firm.

S.S., Sask.—We believe that Buckeye feed mills are no longer being manufactured. The Bauer Bros. Co., Springfield, Ill., carry repairs and may be able to supply the parts required. "Allwork" tractors are made by the Electric Wheel Co., Quincy, Ill. They are handled in Western Canada by Geo. White & Sons, Brandon.

G. Bros., Man.—Front axle bracket 1188R is for a plow made by the Grand Detour Plow Co., Dixon, Ill. Repairs can be obtained through the J. I. Case T. M. Co., Winnipeg.

T.B.H., Man.—Kingman plows are no longer being manufactured. The only source from which repairs for the Kingman line may be obtained is the M. & K. Brokerage Co., Kansas City, Mo.

R.L. Co., Man.—Stickney feed grinders were formerly made by the Chas. A. Stickney Co., St. Paul, Minn. The line was sold out to Harris Bros., Chicago, from whom repairs may be had.

G.B.S., Sask.—Grinder ring No. 1927 is for a grinder made by the Marseilles Works, East Moline, Ill. Repairs can be had through the nearest branch of the John Deere Plow Co. For gear driven pumps apply to the Ontario Wind Engine and Pump Co., Regina.

## The Dray Shunt System in Burning Kerosene

Among the pioneer tractor makers who experimented with kerosene and distillate for fuel were the Hart-Parr Co., of Charles City, Iowa, manufacturers of the New Hart-Parr tractor. As this tractor, which is now being sold in Western Canada, is equipped with the Dray Shunt, a special system of burning kerosene, the principles used in this system are of interest to the trade.

The variable load of a tractor engine has made kerosene a difficult fuel to utilize, because of its lack of volatility and its proneness to stay in liquid form, owing to its weight. When the tractor takes a heavy load, and the engine speed is reduced the engine is liable to stall. The Dray Shunt is the invention of W. R. Dray, who for many years experimented until he developed the idea of a controlled shunt, which when the engine is carrying full load, permits the cold mixture of kerosene and air to pass directly to the cylinders and there explode. When the engine is running very light or the load offered is alternately very light or very heavy, as in cutting ensilage, the valve closes and the mixture is forced down through a heating chamber warmed by the exhaust, and made volatile enough so that it readily ignites upon reaching the explosion chambers of the cylinders.

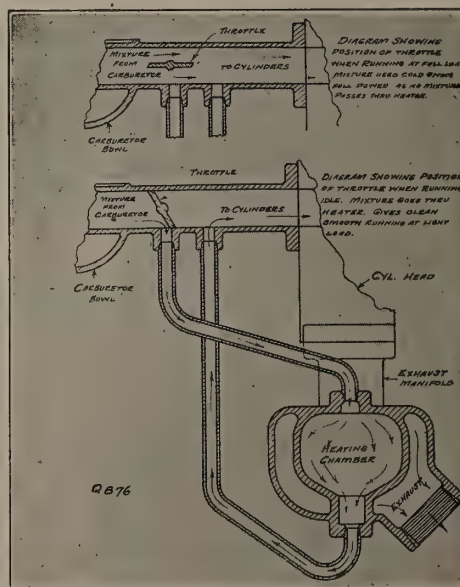
Its manufacturers say that by the use of the Dray Shunt the engine will run smoothly on a diluted mixture the proportions of which do not need to be studied carefully; the engine will respond well with the spark in most any

position; much less attention need be paid to spark plugs and spark plug gaps, and that the engine itself may be more or less out of adjustment and yet the Dray Shunt is so adaptable to conditions that good results will be obtained.

It is claimed that with the use of the Dray Shunt, using kerosene as a fuel, from five to six more horse-power is being generated than under the ordinary manner of kerosene consumption, and this invention permits the use of kerosene with all loads and under all conditions except, of course, the primary heating of the engine for which, up to this time, nothing but gasoline can be used. With the engine hot, however, the shunt works perfectly and automatically with the governor attachment and kerosene, the cheap fuel, is used successfully for all loads.

## Restriction Applied to Washing Machine Production

All washing machine manufacturers in the United States have been instructed to use during the period August 1, 1918, to Jan. 1, 1919, no iron and steel in excess of 75 per cent of five-twelfths of the total amount used during 1917. Prominent manufacturers in this line have been running ahead of their 1917 production, consequently this reduction will not be so drastic as at first appears. Com-



Sectional Diagram showing the Dray Shunt Kerosene system used in the New Hart-Parr Tractor.

panies, however, who have only recently entered this field will practically be put out of business. Production will gradually be reduced toward the end of this year and while dealers may not feel the effect at once, machines of standard make will be scarce in the future.

There are only a few all-steel washers being made, and it is probable that production of these will be entirely discontinued.

## Carriage Factories Handling New Lines

As well as the complete line of vehicles and sleighs which they distribute, being the products of the leading Canadian vehicle plants, Carriage Factories, Ltd., Winnipeg, have recently added several lines which will be of interest to the Western Canadian dealers and which should form a profitable trade for the representatives of the company throughout the Canadian West.

Ford truck bodies in a variety of types are being handled, also winter tops for all makes of automobile. The line of harness and blankets carried by the company has been augmented by new patterns which should be in good demand. A variety of auto accessories are being produced at the Montreal branch of the organization, and a steady production of harness and accessories will take care of every demand that dealers will make. Hood covers, top envelopes, slip roof outfits, Ford limousine tops, robe rail bags, cushions and cushion back rests give the dealer a wide choice in the selling field. As well as the above the company will manufacture and sell a line of sporting goods, such as golf bags, dunnage bags, gun covers, bottle cases, axe sheaths, holsters, leggings, etc. Full particulars of these lines can be had by application to the Winnipeg office of the company.

## Bull Tractor Co. in Merger

The Madison Motors Corporation, at Anderson, Ind., has been merged with the Bull Tractor Co. of Minneapolis, Minn. C. E. Gibson, formerly president of the Madison Motors Corporation, is president of the new organization.

In the incorporation of the new company the capital is listed as \$1,500,000 worth of preferred stock and \$1,200,000 worth of common stock. L. A. Brown of Fortville, Ind., is treasurer of the company, and John F. Greene and Frederick N. Judson, former controllers of the Bull Tractor Co., are members of the board of directors. Homer Moker has been placed in charge of the advertising department of the company. The factory is to be located in Anderson, Ind. The Madison Motors Corporation have been builders of automobile chassis.

If you are a salesman, the first thing you must do is to sell your own goods to yourself. You cannot convince other people unless you are in earnest. Salesmanship requires sincerity.



**Ploughing Championship**

OPEN TO ENGLAND, SCOTLAND &amp; WALES

FOR THE GORDON SELFRIDGE PRIZES.

WON BY

**"TITAN" TRACTORS**

IN THE GOVERNMENT PLOUGHING SCHEME

FOR THREE MONTHS.

**1ST PRIZE WON BY TITAN TRACTOR**

NO. 2736, FOR THE HIGHEST ACREAGE ACHIEVED FOR THE 3 MONTHS' PERIOD WITH THE HIGHLY CREDITABLE SCORE OF 354½ ACRES, THE MEN OPERATING THE TRACTOR WERE BOTH SOLDIERS, VIZ.: PRIVATE W. DREWETT, OF HASTINGS, AND PRIVATE R. BEARD, ST. MARY'S CRAY, KENT.

**2ND PRIZE won by TITAN TRACTOR**

NO. 4122, GUNNER CARTER & PRIVATE DALE, FOR ACREAGE FOR THE THREE MONTHS' PERIOD—OXFORDSHIRE—265½ ACRES.

INTERNATIONAL HARVESTER COMPANY  
— OF GREAT BRITAIN, LIMITED, —

80, Finsbury Pavement,  
LONDON, E.C.2.



# EVERY TITAN A CHAMPION

**T**HAT an International kerosene tractor should win a British Plowing Championship is gratifying, but not surprising.

The Titan won that championship for a reason. That reason is built into all Titan tractors alike. What the Titan did over there it will do here, or anywhere, because—

It is built for the express purpose of furnishing power for **all kinds of farm machines.** Think that over.

The concern that makes Titan tractors knows farm machines through over 75 years of actual, practical experience in every part of the world.

Using that experience as a foundation this same organization has, for the past twelve years, been marketing tractors that operated successfully with every farm machine that requires power.

The Titan kerosene tractor is one result of that work. Now you see why it wins Championships; why it works equally well with British and Canadian plows; why it disks, harrows and seeds plowed ground without packing the soil; why it is a familiar sight in harvest fields; why it runs threshers, silo fillers, shellers and feed grinders; why it hauls wagon trains of grain to market. It is designed and built, all the way through, to do all this necessary farm power work dependably and economically, using the machines already on the farm.

While the Titan furnishes power equally well for all kinds of plows, there is a difference in the work done by different plows. The Titan, with an Oliver tractor plow makes an ideal combination for Canadian fields. Write the nearest branch for information about contracts.

## INTERNATIONAL HARVESTER COMPANY OF CANADA, LIMITED

**BRANCH HOUSES:**

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.

EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



## Fairbanks-Morse Type "F" Low-Down Plate Grinders

You Cannot Offer  
Your Customers a  
Better Grinder—  
at Any Price

MADE IN FOUR SIZES  
6, 7, 8 and 10 Inches

Capacities, from 10  
to 50 bus. per hour

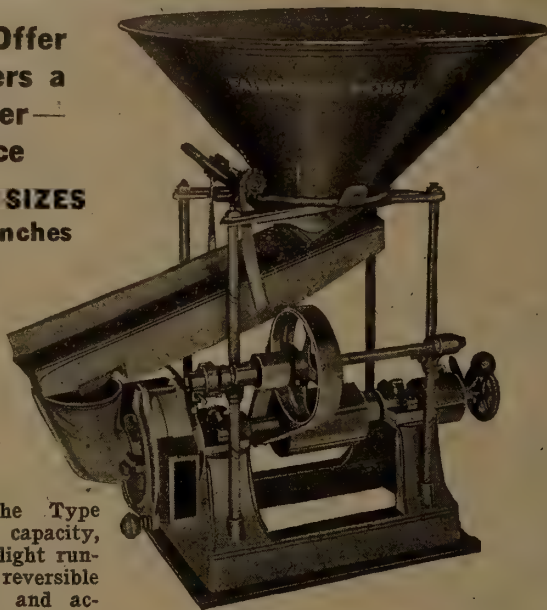
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Grinders have More  
Selling Points than  
any other Grinder  
on the Market

Substantially built, the Type  
"F" has no equal for capacity,  
excellence of work, and light run-  
ning. Enclosed, flat, reversible  
plates are self-aligning and ac-  
curately ground.

Ball thrust bearing prevents heating and decreases friction. Direct drive means light draft. Grinding plates are interchangeable. Perfect regulation for fineness. Extra set of plates with every machine. Large capacity hopper; whole design is rigid and vibrationless. Heavy drive shaft, with large bearings and hard grease cups. For excess strength, easy operation and large capacity, the most economical grinder your customers can buy. Baggers can be furnished for all sizes.

IT WILL PAY YOU TO WRITE FOR FULL PARTICULARS

The Canadian Fairbanks-Morse Co., Limited  
Saskatoon WINNIPEG Calgary



## Investigate the new 48-Inch BULL DOG FANNING MILL

It Ensures Better Crops and Bigger Profits

### BULL DOG MILLS

Made in  
five sizes:  
24, 32, 40,  
48 and 64  
inch sieve  
widths

Capacities:  
25 to 150  
bushels  
per hour.



ASK FOR CATALOGS

The New 48-inch is the latest addition to our line. Strong, heavy construction. Exceptionally rigid design. Double screen and double shoe. This machine can be supplied with 4-foot Bagger or 10-foot Wagon Box Elevators. Just the mill the farmer wants to clean his grain for market this fall. Hundreds ready for immediate shipment. Send your requirements.

Clean, graded Seed and a clean product are National necessities.  
Bull Dog Mills are the best grain Separators on the Continent.

### TWIN CITY SEPARATOR CO., LIMITED

Off Logan Ave. on Quelch Street Winnipeg, Man.  
Address all Correspondence from Southern and Central Alberta to  
R. W. DOW, Box 1406, Calgary, Alberta

# TUDHOPE ANDERSON

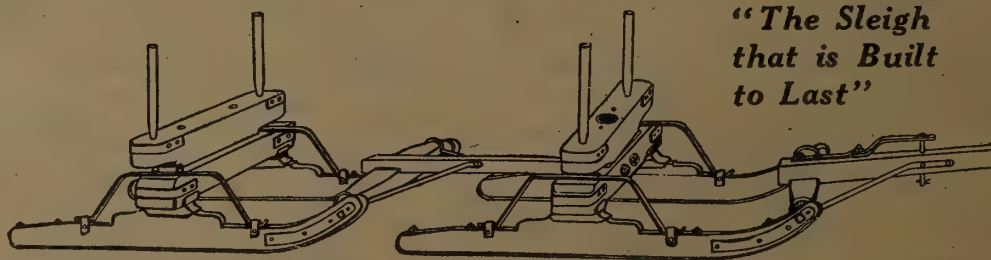
## SEASONABLE LINES MEAN PROFITABLE BUSINESS

### "EMPIRE"

### No. 2 Sleighs

CAST or STEEL SHOES

Sell Against Any  
Competition



"The Sleigh  
that is Built  
to Last"

Runners: 2, 2½ and 3 inches;  
4½ inches deep; 6ft. 6ins. long  
Track: 36 and 40 inches  
Bolster: 38, 40 and 42 inches

ASK US FOR FULL  
PARTICULARS AND  
PROPOSITION

### "WINNER" SEPARATORS have the capacity and in-built quality that Farmers want

Made In Three Sizes: 24, 32 and 40 Inches

Guaranteed to have double the capacity of any other separator, and to do 75 per cent better work on all kinds of grain and seed. Capacities from 30 to 80 bushels per hour. Separates, cleans and grades the grain; helps your customers select strong healthy seed; improves the grade of their grain and saves elevator charges. The "Winner" helps the farmer to conserve grain. Get one on your floor. You'll be surprised how easily the "Winner" sells.

Investigate the TUDHOPE-ANDERSON Line. Ask for our Agency Offer.  
Forward your requirements on E.B. Tractors, Tractor and Horse Plows,  
Sleighs, Fanning Mills, Stationary and Portable Engines, Trucks, Wagons, etc.



## TUDHOPE-ANDERSON CO., LIMITED

Winnipeg Regina Saskatoon Calgary



# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 11

WINNIPEG, CANADA, NOVEMBER, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10 Cents

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For Local Agencies Apply:

**CARSON & WILLIAMS BROS., LIMITED**

30 CANADA LIFE BUILDING, REGINA  
114 P. BURNS' BUILDING, CALGARY  
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In Watson's  
Sleighs the  
weakest point in  
a Sleigh is  
Strongest



TRUSS ROD GIVES TRIPLE STRENGTH

Size for Size,  
carry heavier  
loads than any  
other Sleigh  
made



Ideal Sleighs are made in all sizes: Steel or  
Cast Shoes.

Note our Patented Trussed Bench.

Runners—White Oak. Benches—Grey Elm or  
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Poles and Reaches—Heavy White Oak.

Heavy Steel Bracing throughout.

Special quality, seasoned, straight grained  
woods.

Runners have point of contact directly below  
bench.

Shoes, curved at rear, allow backing.

Ride on top of road—No Skidding.

ASK FOR CATALOG AND PARTICULARS

## WATSON'S SLEIGHS ARE AHEAD OF ALL OTHERS

### "THE SLEIGH THAT THE FARMER ASKS FOR"

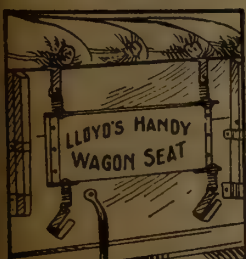
There's nothing much to a sleigh—but there is a vast difference in sleigh  
design, service and durability. For in-built value Watson's Sleighs are  
Leaders, from Coast to Coast. Discriminating dealers always handle the  
one best sleigh—Watson's.

We Carry Repairs for all Moline and Janesville Implements

*John Watson Mfg. Co.*  
LIMITED

CHAMBERS AND HENRY STREETS, WINNIPEG

## THIS WAGON SEAT SELLS ITSELF



The Wagon Loaded

Carry 600 lbs. with ease and are the lightest, most practical  
seats made. Get a dozen on your floor and watch  
them sell. We have a large stock on hand. Order your  
wagons less seats and supply the Lloyds. Write for full  
particulars and prices—to-day.

Lloyd's seats fit any wagon or sleigh box made. Take up no  
box space; give protection from wind and full control over  
the team. Strong spiral springs, specially tempered, give  
an easy riding motion.

### LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS



Going Home

MANUFACTURED AND GUARANTEED BY THE  
**WAWANESA WAGON SEAT COMPANY**  
WAWANESA, MANITOBA.

**Dealers: Give Your Customers  
100% from their Tire  
Investment**

## MILLER RETREAD BANDS Make NEW TIRES out of OLD ONES

One out of every five tires discarded can be redeemed. Probably all  
of your customers old tires could be made new—also your own. Why  
throw a tire away simply because the tread is worn off? You have  
realized but 25 per cent of its value. For yourself, for your customers,  
get the full 100 per cent by having a Miller Re-Tread Band put on.  
Although more than the tread is gone the tire can often be saved. Get  
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Dealers Write: **MILLER TIRE COMPANY** 155 PRINCESS ST.  
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**THE RIGHT GOODS  
SERVICE TO DEALERS  
CONTINUOUS ADVERTISING**

# The Cockshutt Platform



FOR nearly 40 years this tried and proven Cockshutt Sales Platform has been making good with Western Dealers.

The Cockshutt Line is right; it's complete and it's built in Canada by men who actually know, from field experience, what the Western Farmer wants. There are no frills or experiments in the Cockshutt Line.

Once you become a Cockshutt Dealer you are connected with a thoroughly Canadian Organization that believes nothing is too good for the Western Farmer—no treatment to the extreme of “square” is too good for the Cockshutt Dealer, and no advertising and Salesmaking effort is too great to tackle in the interests of the Cockshutt Line.

If you want to dominate your territory—if you want a “Quality” implement line and the finest kind of printed matter and dealer service,

*WRITE US TO-DAY FOR CATALOGUES  
AND AGENCY INFORMATION*

**COCKSHUTT PLOW CO., LIMITED**

WINNIPEG

REGINA

CALGARY

SASKATOON



# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 11

WINNIPEG, CANADA, NOVEMBER, 1918

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Per Copy, 10c.

## U.S. Dealers' Federation Hold Annual Convention

The U.S. National Federation of Implement and Vehicle Dealers' Associations held its 19th annual convention in Chicago on October 8, 9 and 10. Thirteen different associations of implement dealers throughout the United States were represented. During the three days' deliberations a considerable portion of the time was devoted to the discussion of tractor business and its future. Dealers generally realize that there are now a vast number of men and firms who formerly handled automobiles and accessories who now must substitute other lines of effort since the cessation of production of passenger cars is at hand. Further, dealers claimed that there are several large tractor concerns who are at this time to a very great extent seeking the automobile men as representatives throughout U.S. territory.

### New Officers Elected

The following gentlemen were elected officers for the coming year:

President—T. J. Turley, Owenboro, Ky.

Vice-President—G. W. Collins, Belleville, Ks.

Directors—F. R. Sebenthall, Eau Claire; W. L. Derry, Vermont, and T. N. Witten, Trenton.

In his retiring address, Pres. Derry said, in part:

"The implement dealer is the only practical agency for the distribution of farm implements. The food production of the country depends to a greater or less degree upon the service the retail dealer renders the farmer. The value of repair service and expert work in operating and adjusting farm machinery cannot be overestimated. The implement dealer who invests his money in a reasonable stock of implements and gives his time and service to the farmer, is rendering service to his country equal to any class of business men.

"Parties who are claiming that the retail implement dealers are profiteering have not given the subject proper consideration. What I refer to is the many thousands of dollars that the re-

tail implement dealers of this country have saved the American farmer by anticipating the demand for farm machinery and buying it prior to the advance in price and afterward selling it for less than the wholesale price at the time of sale. Had the dealers not purchased goods in advance they would have had to make their selling price on replacement value. The fact is that many dealers have for the last three years sold their goods on the basis of what they paid for them, and the price made by them in many instances was less than the wholesale price at the time of sale. The result is a saving to the farmers which will run into the hundreds of thousands of dollars."

### Secretary's Report

H. J. Hodge, Abilene, Kansas, secretary of the federation, in his annual report stated that it was doubtful if in any locality the implement dealer has in the slightest degree been guilty of profiteering. Despite a tremendous increase in expenses, dealers as a class have done business upon a narrower margin of profit. He also commented on tractor manufacturers who go outside of the implement trade for the distribution of their product, as follows:

"The elimination of the automobile business and the encouragement given the tractor industry by the government, resulting in a large number of new tractors being placed on the market—the manufacturers of which have never had any affiliation with the implement trade—and the fact that the manufacturers of power farming tillage tools are supplying these concerns with equipment, is likely to cause a change in conditions. Many dealers express a fear that the tractor manufacturers are likely to repeat the practice of the automobile manufacturers and contract, as some of them express it, 'with anyone who will put out a machine.'"

### Implement Administrator Addressed Dealers

Junius F. Cook, assistant to the U.S. secretary of agriculture, in control of the farm machinery

and equipment industry, gave his first address direct to the trade. Mr. Cook said, in part:

"A successful dealer has a responsibility to his customer and does not want to be told he is profiteering. On the other hand he has his money tied up in stock that may give him a large profit or a considerable loss unless he is skillful in managing his business. The farmer wants to buy his farm equipment as favorably as possible, and when he suddenly finds he has to pay 80 or 100 per cent more for a mower or plow than his neighbor did the year before, he naturally objects. His products have risen in price, but more gradually than farm implements. So he receives a shock.

"The Federal Trade Commission is investigating the cost of manufacturing certain selected farm implements and also the cost of selling farm equipment and the profits charged. When these results are available the question of whether the farmer is paying too much for his farm equipment can be answered.

"Conditions have resulted in the establishing of a number of different classes of dealers who furnish machinery and equipment to farmers. In nearly every farming community are to be found a few individuals who have taken the agency for one or more items of farm equipment. These individuals may be farmers, blacksmiths, storekeepers or men engaged in nearly any other trade usually found in rural communities. Usually they will carry no stock of equipment whatever, but merely hang out a sign stating that they are the agents for a certain line of goods.

"When such an agency is held by farmers it frequently happens that the agency has been acquired by reason of the fact that it had been desired to obtain a certain make of machine for which no agency existed in the neighborhood. Perhaps the machine had been seen in operation in some other community and had struck the farmer's fancy. As there was no local agency it would be necessary for the farmer to correspond

with the manufacturer who, in order to avoid the stigma of direct selling to a consumer would suggest, or perhaps insist, that an agency be taken for the line before the machine could be obtained.

"Such agents are seldom in touch with the development of the machine which they are handling and often do not even have up-to-date catalogues for the machine which they sell. They do no advertising and maintain no office or establishment of any kind for carrying on the business of handling farm machinery. Many of these men have little knowledge of business or the cost of carrying on same. As they have practically no overhead charge, they are usually willing to sell machines at comparatively slight advance over the cost to them.

"Another rather distinct class of implement dealers is that composed of business men who have taken the agency for a full line of farm equipment and spare parts and endeavor to handle it on a strictly business basis, the same as they have been accustomed to handling other lines of business. Such dealers attempt to give service to the farmers, not only in setting up the machines, and giving instruction in their care and operation, but by sending a competent man to help out in any trouble encountered in the operation of the machines. They also carry a full line of repair parts so as to eliminate delays from breakdowns to as great an extent as possible.

"The dealer in this class is the type of business man who orders stock far enough in advance so as to be reasonably certain of having the material available in proper season. He attempts to keep in as close touch as possible with his trade and to foresee, to a great extent, the demand for the various items which he carries. This, of course, necessitates having considerable capital invested during several months each year, and, if because of crop failure, keen competition or any other cause, he is unable to sell



the stock of machines which he has purchased, the goods must necessarily be carried over for another year. It is this type of dealer, more than any other, which is affected to the greatest extent by fluctuation in the wholesale price of equipment."

#### Repair Discounts

The federation went on record as being in favor of dealers specifying their requirements early for spring business. As regards repairs, the dealers asked for: Larger discounts, discontinuance of sending repairs C.O.D. to responsible dealers, and the elimination of inconsistencies in price lists. It was stated that the discounts now allowed were in many cases inadequate. Representatives of the manufacturers addressing the convention argued that the dealers should advance their repair prices, pointing out that in the revision of lists more than a year ago some prices were reduced despite the increase in cost of production.

The manufacturers asked the dealers' federation what they would do to maintain themselves in the domination of the implement trade by handling power machinery and tractors. Representatives of the manufacturers asserted that many dealers would not carry tractors and that the

man who sells tractors must also sell tractor-drawn implements.

For the dealers' federation, delegates stated that the implement dealer was the only unit who could handle tractors to the satisfaction of users and give proper service. It was also contended that if manufacturers gave the exclusive sale of their machines in exclusive territory they would find that dealers would finance the deals and handle tractors to the satisfaction of the manufacturers.

#### National Repair Week

It was decided by the dealers and agreed to by the manufacturers to hold the National Farm Equipment Repair week during the week commencing March 3, 1919. The farm press, trade press, and food administration will be asked to co-operate.

In outlining features for the convention programmes for the various dealers' associations which were represented, the following features were placed before the trade as of great importance:

To replenish repair stocks and keep ample stocks on hand. To thoroughly discuss the topic of cost accounting. The necessity of dealers handling tractors and exercising their influence for greater crop production. Community building to be endorsed.

#### U.S. National Implement and Vehicle Association Convention

The twenty-fifth annual convention of the U.S. National Implement and Vehicle Association was held in Chicago on October 16, 17 and 18. At the opening session more than 150 representatives of farm machinery and equipment manufacturing concerns attended, when a resolution was unanimously carried to invest \$10,000 of the association's funds in Liberty Loan Bonds.

The following gentlemen were elected as officials of the organization for the ensuing year:

President, G. A. Ranney, secretary - treasurer International Harvester Co.

Chairman executive committee, H. M. Wallis, president J. I. Case Plow Works and Wallis Tractor Co.

Members executive committee, E. J. Gittins, J. I. Case T.M. Co.; A. B. McLean, Roderick Lean Mfg. Co.; J. B. Bartholomew, Avery Co.; W. Z. Carr, American Seeding Machine Co.; and U. G. Orendorff, Parlin & Orendorff Co.

#### President's Address

Reviewing the work of the past year, President C. S. Brantingham spoke on how the association had worked harmoniously with the government, and with each other as members, also with dealers and farmers in an effort to help produce maximum crops. Great success had attended their efforts in conjunction with the War Industries Board in the elimination of needless styles and kinds of machines. The War Industries Board recently curtailed the supply of materials to the industry by 25 per cent, and on this point the president said:

"This industry uses annually approximately 1,200,000 tons of steel and 800,000 tons of pig iron. A saving of 25 per cent on these two metals amounts to 500,000 tons. Edward N. Hurley, head of the shipping board, recently stated that it requires from 2,500 to 3,000 tons of steel and pig iron for each ship. Also that each ship will maintain 3,000 to 4,000 men on the other side with food, ammunition and all necessary supplies. Therefore the above releasing of 500,000 tons by this industry to be used for war purposes, if all applied to the building of ships, would furnish materials necessary for 200 ships.

The Executive Committee reported that while the manufacture of agricultural implements is officially recognized by the government as a national necessity, fifty-eight of our members have taken on the manufacture of various kinds of direct war work in

their plants, aggregating over \$40,000,000. The total membership of the association on October 1st was 459.

In his report Secretary McCullough stated that the demand by dealers for larger discounts in repairs, being a matter of price, can only be dealt with by manufacturers individually.

While the question of revising the whole system of handling repairs is one which could be handled through the co-operation of organizations, it is to be hoped that the study of this problem during the coming year will result in a mutually satisfactory adjustment of it.

#### Elimination and Standardization

The report of the various committees on elimination and standardization were of great interest. It was shown that plow and tillage tool lines had been reduced by 40 per cent seeding machines by 65 per cent, ensilage machinery by 60 per cent and sprayers by 40 to 60 per cent. Good progress has been made to shorten terms in the wagon trade. In the elimination programme it was felt that the reduction in types and styles of machines would not affect the farmer by depriving him of any size and type of machine actually essential to his operations.

#### Tractors and Threshers

It was estimated by this department that not less than 1,000,000 extra bottoms and many other tillage implements have been at work in the United States raising food, due to the energy of the tractors produced. The thresher programme had been very successful, and had saved much grain.

The committee on tractor demonstrations felt that at the present time a multiplicity of such events was not patriotic, as they used the already overtaxed transportation facilities. The report of the tractor committee embodied the following:

"It has occurred to us also that possibly we could get assistance from some branch of the government in determining whether the tractor industry and the distribution of farm machinery is to remain in the hands of the local dealers who have for so many years conducted this branch of the enterprise, or to what extent the automobile dealer in his effort to find profitable occupation during the period he is unable to get sufficient supply of automobiles should enter the field, and whether or not a new element known as the tractor and tractor-drawn implement dealer could not find encouragement and be

(Continued on Page 8)

## EMERSON MILLS

ENSURE THE DEALER A PROFITABLE DEMAND  
EMERSON EFFICIENCY SELLS THIS SEPARATOR



Six-Shoe  
Emerson  
Separator

LARGE STOCK ON HAND  
Two Sizes to Suit Your Trade

Strong,  
Substantial,  
Easy/  
Operated.

Their  
action and  
work are  
duplicated  
by no  
other Mill  
made.

- No. 2. Hand Separator; Capacity 22-30 Bus. per hour
- No. 3. Power Separator; Capacity 30-50 Bus. per hour

*The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and save ALL THE WHEAT.*

The BISHOP MILLING COMPANY, Battleford, Sask., who use a Six-Shoe Emerson, day and night, say:

"As regards mill, will say that we have been grinding wheat for 25 years, and are grinding the cleanest wheat we have ever ground, as this machine takes out ALL THE OATS AND DOES NOT TAKE OUT ONE GRAIN OF WHEAT WITH THEM."

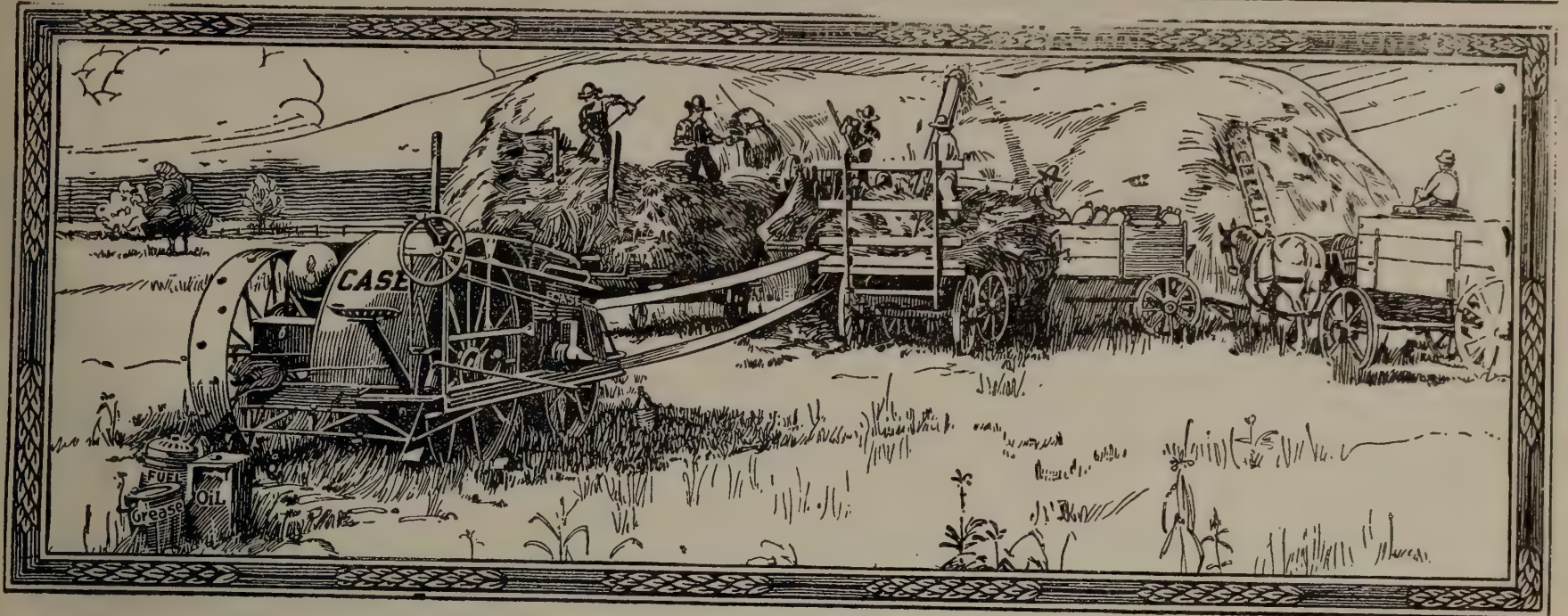
SECURE OUR CONTRACT NOW. WRITE FOR PRICES

EMERSON MANUFACTURING CO., LTD.

1425 WHYTE AVENUE

WINNIPEG, MAN.





*Case 10-20 Kerosene Tractor Threshing*

## The Case Dealer's Advantage

### Two Sales in Place of One

When farmers think of tractors now they think of threshers and other power-driven machinery, too.

And so a Case Kerosene Tractor and a Case Thresher come to mind together. Hundreds of farmers are now buying small threshers and doing their own work.

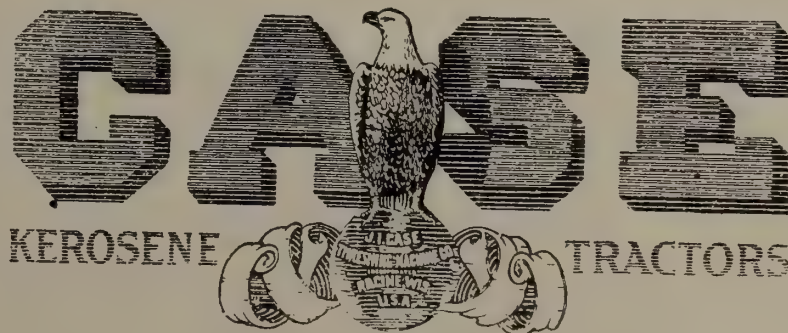
Case makes a complete line of Threshers and attachments for all sizes as follows—20x28, 20x36, 26x46, 28x50, 32x54, 36x58 and 40x62.

So Case dealers, after making a sale of a Case Tractor, have prospects for further sales. A farmer who buys a Case Tractor is bound to be enthusiastic. He'll give a Case Dealer preference always.

Case Dealers all over the country have found a greatly increased demand for the small size Case Threshers. And for other Case products, such as Case Hay Balers, Case Silo Fillers, etc.

We are confident that Case Dealers are going to build up larger businesses than ever, and that Case Combinations, such as a Case Tractor and a Case Thresher, will do much in winning this increased business.

Every owner of a Tractor should be shown the advantages of a suitably sized Case Thresher. This solicitation should not be confined to owners of Case Tractors alone, but to all owners of tractors, whatever make.



**J. I. CASE THRESHING MACHINE COMPANY, INC.**

FOUNDED 1842

1489 ERIE STREET, RACINE, WISCONSIN, U. S. A.



## Locating Cream Separator Business

In a recent issue of De Laval Monthly, A. W. Jones outlines several methods by which cream separator dealers can secure prospects and increase sales along this line. The article says in part:

The local creamery manager is always trying to raise the standard of his output in quality and flavor, and in ninety-eight cases out of one hundred he will use his influence to help you sell a De Laval. He will be glad to assist you by giving you the names of those of his patrons who are using old, worn-out machines that do not produce uniform cream, and also names of those who do not use separators of any kind. Be sure to get in touch with the creameryman, for he will prove a valuable source of information.

Make it a point never to miss any public or auction sales held in your territory, for a number of agents have found several "pots of gold" there. Put a separator on your car and get to the sale

just a little ahead of the time set for opening. Almost always there is an old separator for sale. Make sure to be near by when this machine is put up, and secure the names of all who bid on it. There is only one who can buy the machine, although several may bid on it. You get very good prospects in this way, for a man won't bid on a machine unless he wants it. Many times agents have made sales right on the spot to some of the unsuccessful bidders.

Make it a point not to do any work until after the machine is sold, for by so doing you may detract from the regular sale, and so get the illwill of the auctioneer. Get in favor with the auctioneers in your territory, and ask them to drop you a line whenever they have a sale on at which a separator will be put up.

Another very good way to prospect for prospects is to use the telephone. Get out your list of users and call them up one by one. Show your interest in them by asking them how their De Laval is working. Then ask them

if they know of anyone in their neighborhood who is talking of buying a cream separator, or who they think is in need of one.

The time spent at the telephone in this way is certainly profitable, for you will find that you can sell enough new parts and oil to users to more than repay you for your time and trouble. You get the goodwill of users, and they will take pleasure in giving you names of prospects which you might not be able to get in any other way.

Get into conversation with those callers at your store whose separator needs you do not know; find out what they do with their milk, whether they are selling the cream or making butter, and how they stand on the separator question. Quite a number of prospects can be obtained in this way, and frequently you will be able to stir up enough interest to make a sale then and there—another "pot of gold."

A paper profit won't buy implements until converted into cash. Hang your dollar on the peg that has dollar value behind it.

## Peas and Oats for Silage

In many areas of the Canadian West the growing of corn for silage is not feasible, as only in rare instances has the crop reached sufficient volume to be considered profitable. The best substitute for corn, so far as Alberta is concerned, is peas and oats, seeded at the rate of one bushel peas and two of oats to the acre.

Peas and oats, or oats alone, can be sown for silage purposes as soon as the crop intended for threshing has been seeded, and the crop will be ready for putting into the silo when the oats are in the late milk or early dough stage, before the crop intended for threshing is ready for the binder. The green bundles are at once run through the cutting box and cut as fine as possible, going into the silo absolutely green. There should be at least three active men in a silo 12 feet in diameter, men who will keep on the move continually in order to insure that the silage be thoroughly tramped, particularly at the edges, as the centre will, in a measure, take care of itself since the pressure from above, as the silo is filled, increases. The amount of oxygen remaining in the silage, will depend on the amount of tramping, and the amount of oxygen will be the determining factor in the keeping qualities of the silage. After the silo has been first filled it will settle and may be filled again in the course of five or six days. In this way another ten to fifteen tons may be accommodated and a silo so filled, 30 feet high and 12 feet in diameter, will hold 80 to 90 tons, according to the amount of moisture in the crop at the time it is cut.

Some bulky fodder, such as hay or oat straw, is usually fed in conjunction with silage, as well as the usual grain ration. When so fed, cows on full flow of milk will consume around 40 pounds per day.

In making the determination of the cost of butter, ensilage has been valued at three dollars per ton, and cured green feed at ten dollars per ton. When these values have been used as a basis, striking economies have been effected by the use of silage made from peas and oats. The feed cost of a pound of butter was 16.7 cents when peas and oats silage was fed, and 20.84 cents when the same feed, cured as green feed, was used. In each case this is the average of the results of four trials in which the whole herd was used, and it shows a saving of 4.14 cents per pound in the cost of a pound of butter.

**LONDON CONCRETE MIXER, No. 4**



Capacity 40 cubic yards per day. Price complete with gasoline engine \$295. Pays for itself in 30 days' use. Built to last a lifetime. Send for catalog No. 1 K.

Agents wanted in all Unoccupied Territory

**LONDON CONCRETE MACHINERY CO.**  
Dept. K, LONDON, ONTARIO.  
World's Largest Manufacturers of Concrete Machinery

**PATENT'S**  
**PATENT YOUR IDEAS**

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patent secured or our fees returned.

**Harold C. Shipman & Co., Patent Attys.**  
Central Chambers, Ottawa, Canada

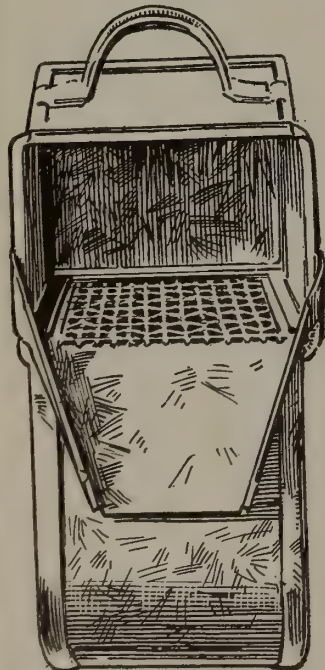
**DEALERS:** Write for our Money-Making Proposition to act as Agents for our Sewing Machines, Phonographs, Cream Separators and other lines where not represented.

**BIG PROFITS—RELIABLE LINES**

**DOMINION SEWING MACHINE CO.**  
300 NOTRE DAME AVE. WINNIPEG

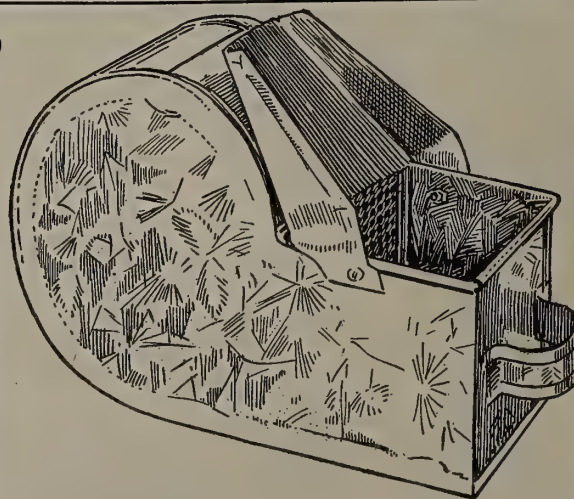
## The "ECONOMY" PICKLER

**ECONOMICAL EASY TO HANDLE  
ONE MAN OPERATES**



Front View, showing Pickler Tilted to Dump Grain

**Heavily Reinforced  
on Front and Bottom where the roll comes**



Side View of Economy Pickler Ready to Receive Grain for Treatment

All fluid drains into bottom compartment when dumping grain. Absolutely no waste. Every grain treated because immersed in the fluid.

No shovelling to get grain away from legs—as there are no legs to bother. Properly balanced so as to dump with little exertion.

**The Best Constructed and Simplest Pickler on the Market**

**AGENTS WANTED EVERYWHERE**

**CANADIAN SPECIALTY CO.**

**MOOSE JAW**

::

**SASK.**



## More Need for Cream Separators Than Ever Before

**B**UTTER-FAT is worth twice as much as it was three or four years ago.

And because at present butter-fat prices the farmer realizes that he can't afford to lose an ounce of it,

And because he has been so often and so urgently requested not to waste our most valuable food product,

The farmer realizes his need of a good cream separator more than ever before.

The "gravity skimmer" and the cow owner with a half-worn-out or inferior and cream-wasting machine are equally good prospects.

And the machine that is the best known, that is the best liked, that will give the best satisfaction and can be sold with the least talk in the least time, is the De Laval.

More De Lavals in daily use than all other makes combined.



# DE LAVAL

EASIEST TO SELL

## THE DE LAVAL COMPANY, LIMITED

LARGEST MANUFACTURERS OF  
DAIRY SUPPLIES IN CANADA

WINNIPEG

VANCOUVER

MONTREAL

PETERBORO



## N. I. V. A. CONVENTION

(Continued from Page 4)

established as the local distributor of these modern implements."

In dealing with credits and collections, the committee in charge of that department stated that a merchant's normal stock now is valued at double or treble the figure placed upon it in pre-war years, yet a very small percentage has arranged a correspondingly larger insurance coverage. Experience has demonstrated the fatal results from a conflagration where insurance is inadequate, so emphasis has been put on the importance of inventorying at present prices the stock carried and the placing of sufficient insurance to cover.

The association passed resolutions dealing with the following subjects:

Liberty Bonds; The Army and Navy; Co-operation with the Government; Maintaining Production with Decreased Material; Export Trade and Shipping; Dealers' Federation and Early Orders and Shipments. The last resolution urged upon the dealer the necessity of hearty co-operation in the placing of early orders and fixing early shipping dates that the curtailment in supply may not be disastrous to any individual territory because of the dealer serving that territory not being fully alive to his obligation to assist in the equitable distribution of a decreased supply.

Much of the advertising of the machine mail-order houses doesn't cost them a cent. It is furnished free by the mistaken hammer-wielder in the retail trade.

## McDonald Appointed to New Position

F. N. McDonald has been appointed Western Canadian manager of the Canadian Briscoe Motor Company and Carriage Factories Limited, the headquarters of both concerns being at 156 Princess St., Winnipeg.

Mr. McDonald's appointment to this important position will be good news to his wide circle of friends in the implement and automobile trades. He was for about a year in charge of McLaughlin buggy business in Saskatoon territory, and prior to that was on the road for the same organization. For the past year Mr. McDonald has been western sales manager of the Canadian Briscoe Motor Co. and of Carriage Factories Limited. His wide experience in the vehicle and au-

tomobile business admirably befitted him for the responsible position to which he has been appointed. We wish him every success in his new sphere of action.

J. A. McKinnon, Saskatoon, formerly representative in Saskatchewan territory of Carriage Factories Limited, has been promoted to the position of assistant manager at the Winnipeg headquarters of the vehicle organization. Mr. McKinnon has had a wide experience in the trade and is well known to dealers throughout the west.

For eight years he was a blockman in Regina territory for the Massey-Harris Co., and later represented the Stewart Sheaf Loader Co. in Saskatoon territory. About a year and a half ago he joined the sales staff of Carriage Factories Limited, taking charge of the branch offices of the company at Saskatoon and Moose Jaw. Mr. McKinnon should be a valuable acquisition to the headquarters of his company in the Canadian West, and, together with Manager McDonald, should increase business for the organization.

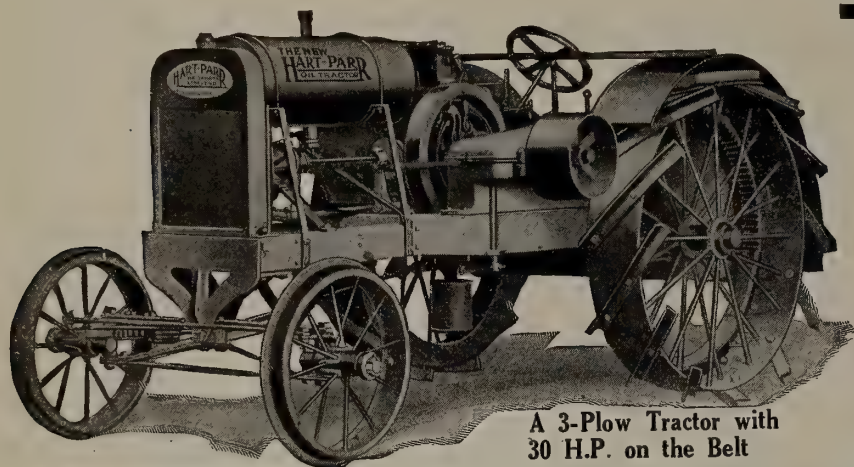
The line now handled by Carriage Factories is a most extensive one. As well as being Western Canadian headquarters for Briscoe cars, they handle the following well-known vehicle lines: McLaughlin buggies and cutters; Brockville buggies and cutters; Munro & McIntosh buggies and cutters; Heney harness and blankets, and a line of two and four wheel auto trailers.

In addition to the above, the company are now handling a selection of automobile accessories which are of direct interest to the dealer from a sales standpoint. These include a full line of winter tops for all makes of light four-cylinder cars, Ford truck bodies, hood covers, top envelopes, and similar lines for which the dealer should find a good all-year demand. The progressive policy of the company and the able executives in charge of its western business are indicated by its rapid development in western trade circles.

## Fanning Mill Concern Assigns

The Hero Manufacturing Co., Winnipeg, manufacturers of fanning mills, have assigned their estate and effects for the benefit of creditors to Salter and Arnold, Montreal Trust Building, Winnipeg. A meeting of the creditors took place on October 29th. All claims must be filed with the assignees not later than November 17th.

Don't try not to be stung—it cannot be done.



A 3-Plow Tractor with 30 H.P. on the Belt

## Specifications:

**POWER**—Pulls 3 plows, 30 H.P. on belt. Tested at last National Tractor Demonstration, Salina, Kas., developing 31 H.P. at 732 R.P.M.  
**MOTOR**—2-cylinder twin, 4 cycle, Valve in head, 750 R.P.M.  
**MOTOR FRAME**—Cast steel, one piece. No bend, no twist.  
**CARBURETOR**—New Dray kerosene shunt.  
**BEARINGS**—SKF and Hyatt.  
**SPEEDS**—2 forward, 2 and 3 mi.; 1 reverse.  
**TRANSMISSION**—Selective sliding gear.  
**RADIATOR**—Perfex—shaft driven fan.  
**LUBRICATION**—Madison-Kipp force feed.  
**WEIGHT**—5,000 pounds.

That is a logical question for the man who investigates the New Hart-Parr Tractor.

The dealer knows that as a final test a tractor must prove its efficiency and serviceability in actual work, in the field and on the belt. Hart-Parr Tractors, from the first model to the latest product of our factories, the New Hart-Parr, have done that—everywhere.

## Leaders in Tractor Development

Hart-Parr Tractors were the first successful kerosene burning tractors. In the days of heavy design they held the lead. During all the years of tractor development, every constructional feature that led to greater efficiency was adopted. The New Hart-Parr is not an experiment, but the result of long years of experience by the founders of the tractor industry.

It will accomplish most for your business because it accomplishes most for the farmer. A 3-plow tractor of proven dependability, and with power, economy and reliability that proves Hart-Parr leadership in the tractor field.

## The New Hart-Parr Increases the Dealer's Business

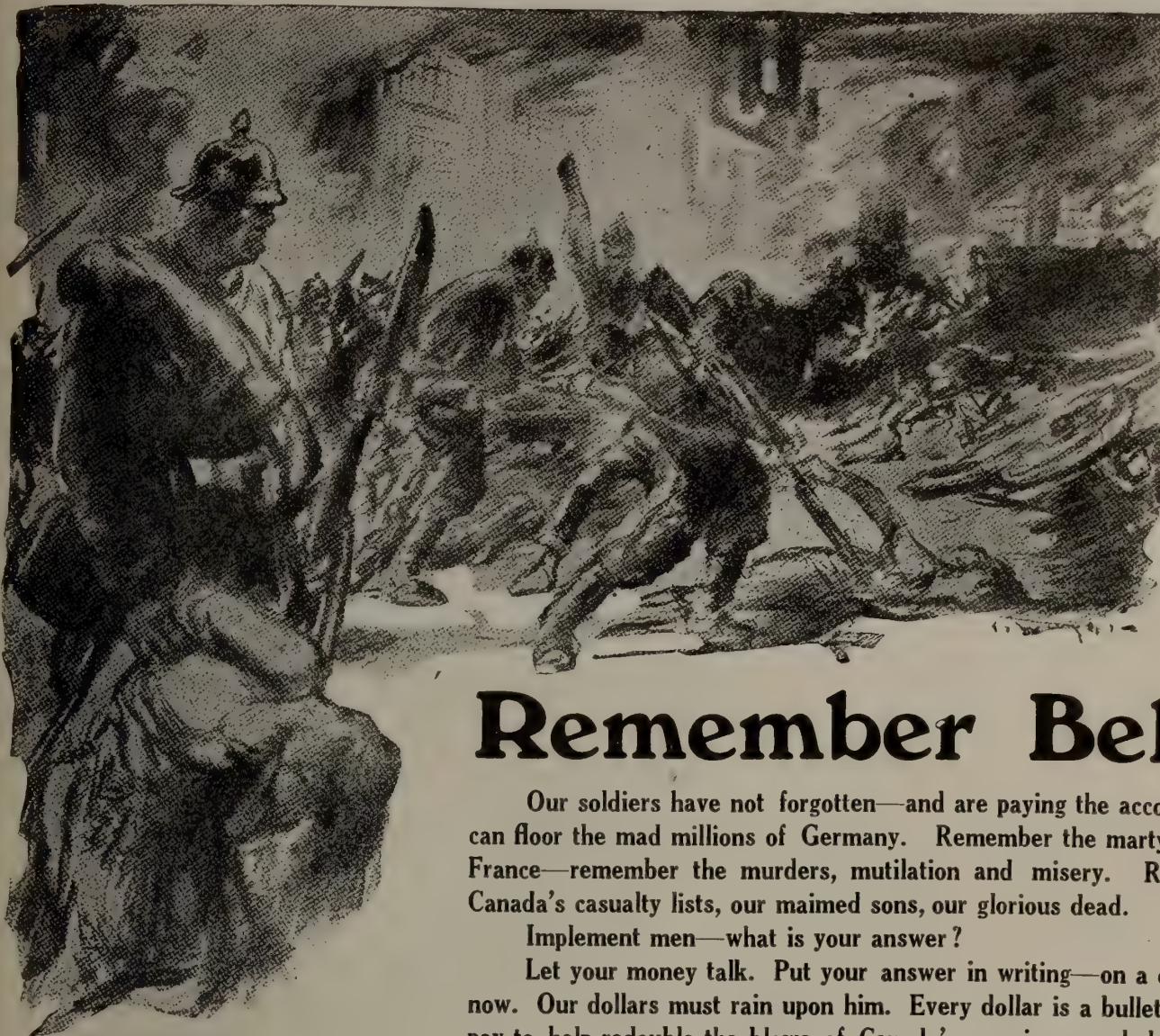
Correct in principle and design. Low operating cost, because the most successful kerosene burning tractor on the market. Sturdy, simple, accessible. Your profits are not absorbed by service, for the New Hart-Parr goes to work—and stays at work. Guaranteed to do as much on a gallon of kerosene as can be done on gasoline. Runs smoothly at all loads. No irregular explosions under variable loads. Built to burn low grade fuel—not adapted to do so like some so-called "kerosene" burners. One-piece, cast steel engine bed—no mis-alignment of gears possible.

In size, utility and price suited for the majority of farms. No tractor so closely meets the power needs of your customers. Let us tell you more about the New Hart-Parr and show you our liberal selling proposition.

WRITE AT ONCE. OUR PROFITABLE DEALERS' CONTRACT FOR 1919 WILL INTEREST YOU

**HART-PARR OF CANADA, LIMITED**  
 WINNIPEG and REGINA





This Space contributed  
towards Winning the  
War by the—

**John Deere Plow  
Company, Ltd.**

**International Harvester  
Co. of Canada, Ltd.**

**Massey-Harris  
Company, Limited**

## Remember Belgium!

Our soldiers have not forgotten—and are paying the account—with steel—but only gold can floor the mad millions of Germany. Remember the martyrdom of Belgium and Northern France—remember the murders, mutilation and misery. Remember the U-boat sinkings, Canada's casualty lists, our maimed sons, our glorious dead.

Implement men—what is your answer?

Let your money talk. Put your answer in writing—on a check. The enemy is staggering now. Our dollars must rain upon him. Every dollar is a bullet. No price could be too high to pay to help redouble the blows of Canada's sons in overwhelming Kultur—the World's Curse.

## Make the Second Victory Loan a Guarantee that our Children shall have Security and Peace

Only by the complete success of our 1918 Victory Loan can Canada continue to finance her requirements and "carry on." For the farmer the first Victory Loan was able to finance the only purchaser who could buy his excess product, Great Britain. In the fiscal year 1915 our farmers exported animal and agricultural produce valued at \$209,000,000. For the fiscal year ending March 31, 1918, they exported no less than \$740,000,000 worth of produce, Canada's record agricultural exports.

This year there has been expended by Great Britain in Canada, approximately \$18,000,000 monthly for the purchase of farm products. The entire farming community has been bene-

fited directly. Victory Bonds make a market at good prices for everything the farmer sells. The placing of \$419,000,000 by subscribers to the first Victory Loan enabled Canada to continue to finance the basis of our prosperity, namely the war orders from Great Britain.

Canada must raise the funds required not only to carry on our normal and war activities, but also to advance substantial sums to Great Britain for her purchases here.

Put every possible dollar into the second Victory Loan. Make it your business to see that every man and woman in your employ understands the supreme importance of lending their savings to Canada so that our national activity may be maintained. By helping Canada, we help our own business.

# LEND the Way our Soldiers FIGHT Buy Victory Bonds to your UTMOST



## Conditions in the Dairy Industry in the Canadian West

An Address by E. S. STRACHAN, Manager, John Watson Mfg. Co.

The Swedish Separator Co., Chicago, recently held a convention of their distributors and sales executive in that city. While part of the time was devoted to Viking cream separator considerations, many excellent addresses were given by the gentlemen present. E. S. Strachan, general manager of the John Watson Manufacturing Co., Winnipeg, distributors of Viking cream separators in this territory, in an address gave some very interesting facts on the dairy industry in Western Canada as affecting the sale of cream separators. Mr. Strachan said, in part:

"We regard Western Canada as the provinces of Manitoba, Saskatchewan and Alberta. This territory is usually regarded and handled as a unit distinguished from other parts of the Dominion. Ontario is usually regarded as the banner dairy section of Canada, so it may be fair to compare the

so-called grain growing West with the so-called dairy East. The following table illustrates the first point we wish to make:

Number and Value of Milch Cows			
	1916	Total	
	No.	Value per head	value
W. Can...	795,797	\$74.35	\$59,139,000
Ont. ....	1,082,119	76.00	82,241,000
	1917	Total	
	No.	Value per head	value
W. Can...	882,441	\$87.60	\$77,138,000
Ont. ....	1,082,119	92.50	100,096,000

"It will be seen from the above that Ontario, of course, heads in the grand total of cows, although probably to a smaller percentage than the average man would think from a casual acquaintance with the two districts. Some other enlightening inferences can be drawn, however, from these figures. It will be noticed that Ontario's number of cows did not increase from 1916 to 1917, while Western Canada's increased approximately 10 per cent. This was no spasmodic growth, for the figures for 1917 are nearly 70 per

cent greater than the figures for the preceding census of 1911. Just at this point it might be worth while to note that whereas the number of cows per farm in 1911



E. S. STRACHAN

was 2.4, the number in 1916 was approximately 4. A further interesting feature is the increasing value of the dairy cow herself. The average value in 1911 was \$42.24—in 1916, \$74.35—and in 1917, \$87.60. This meant an increase in value of over 76 per cent for the first five years and 18 per cent for the year 1917 over 1916.

"Before leaving the question of the status of the dairy industry in Western Canada, it may be interesting to know something of the returns that our farmers get from their cows in addition to the milk consumed and butter eaten on the farm.

"The value of all dairy products for 1917 was over \$47,000,000—a figure equal to more than 11 per cent of the value for the same year of the entire wheat crop. The figure is more comprehensible when we state that it means over \$200 per farm.

### The Future for the Dairy Industry in Western Canada

"The foregoing relates, of course, to the past. What we are most vitally concerned with is the future and especially the immediate future. Before leaving the foregoing, however, it will be wise to call attention to the fact that Western Canada is going more and more into the dairy industry every year. Her average yearly increase in the number of milch cows has been 15 per cent for the past six years. Moreover there are certain conditions obtaining to-

day in Western Canada which should have a beneficial influence on the dairy industry and, of course, on the cream separator business.

"Taken as a whole, the 1918 crop in the Western Canadian provinces is light when contrasted with the crops of the past three years, although it might be considered excellent when its cash value is compared with the average for ten years. Being short, however, it will force attention to supplementary means of increasing farm revenue and there are many men in the country to-day who know (and many more who will know before another crop is harvested) the value of the dairy cow and the cream separator as "a very present help in time of trouble."

"Late rains favored the feed situation and a shortage that looked alarming at one juncture was overcome. The government gave prompt assistance in districts where feed was actually short by shipping in, while cattle were also transported to areas where feed was available.

### The Help Problem in War Time

"Even in normal times the help problem was a big problem in the dairy industry. To-day, with the conscription of farm labor, it is doubly important. At that, however, the cream separator may be regarded as an asset rather than a liability since it is a labor saver and the more acute the labor shortage the higher its potential value becomes. It must also be remembered that a farmer with milch cows cannot dispose of them over night (except at a disastrous sacrifice)—as he can a crop of grain. His logical plan is to 'stick' and make the cow carry the farm. Moreover, as has been shown above, there will be many inducements for more farmers to do more with the dairy cow.

"In 'the good old days' the dairy side of farming was more woman's work than it is to-day. There are signs that economic conditions may force a reversion to this state. Overmuch conscription of farm boys may necessitate reduction in seeded acreage, but will have no appreciable lessening effect on pasture. It may even increase it. Moreover, a lessened revenue from grains may cause greater attention to be paid to sources of income not so dependent on men. Since milking may be done by machine or by girls, and since separating and churning usually are, it would seem logical to believe that conscription of farm boys would not decrease the sale of cream separators. In fact, this conscription, by forcing more work on the female members of

## IMPLEMENT DEALERS HARDWARE MEN GENERAL STORES PUMP MEN

Buy your wood and iron pumps, cylinders, galvanized pipe, galvanized rod, etc., from a WESTERN CANADA concern.

Best of Pacific Coast Pine used in our wood pumps. Can furnish logs up to 16 feet long without couplings.

Fitted for any depth of wells.

Large Stocks carried.

Prompt shipment guaranteed.

ASK FOR  
PRICES



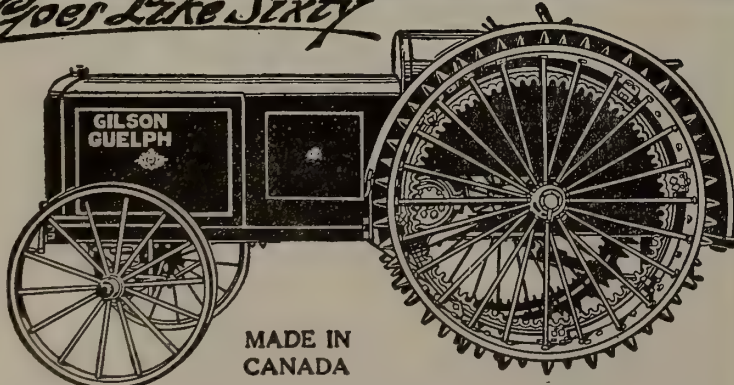
## MANITOBA ENGINES, LIMITED

Phone 2943  
EIGHTH ST. and ASSINIBOINE AVE.

Brandon, Man.

## GILSON TRACTOR

*"Goes Like Sixty"*



MADE IN  
CANADA

THE 100% Service Tractor that does all the things you want a tractor to do. Great power, compact construction—extra strong and durable, but light and handy. It has great drawbar pull and economy—and for belt work it is unsurpassed. Built of the finest materials—Hyatt Roller bearings,

GILSON MFG. CO., Ltd.,

—Alloy steel,—Dust proof transmission, etc.—and all so simple and easy to operate that a small boy can do it easily.

The Gilson Standardized Tractor meets perfectly the demand for a high class, serviceable tractor to increase production, and is a money-maker for its owners. Sizes 12-25 and 15-30 h.p.

Write to-day for full particulars. 50  
Dept. Y. WINNIPEG, MAN



# Make More Profit With Less Effort!

**Let the Viking Build a Big Separator Business For You, As It Has for Thousands of Other Dealers**

Every time you sell a separator you make a **greater margin of profit**—if it's a **Viking**. Sales are easier because it is **lower in price** and satisfies the buyer in every respect—no other machine at any price "**gets**" a **higher percentage of cream**.

The **Viking** is not a "cheap" machine. It sells at a low price **only** because more economical production facilities in the **largest separator factory in the world** makes this possible. The work it does is equal to any retailing at the highest price.

**The Strongest  
Guarantee  
Ever  
Written**

## VIKING CREAM SEPARATOR

has proved its superiority. It is sold and used in countries all over the world—**more than one million in use**—wherever dairying is conducted on a very scientific basis.

### Why the Viking Sells So Fast

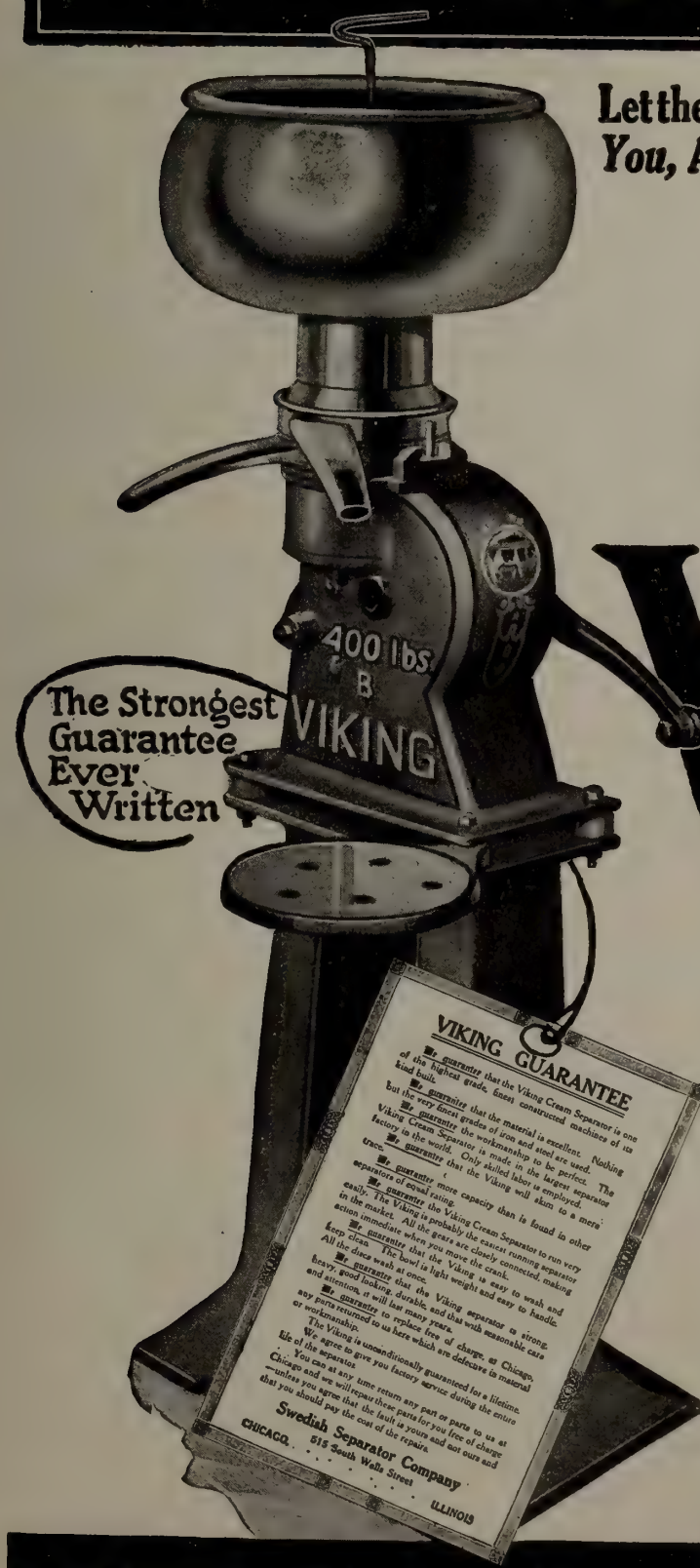
**Viking** selling points make sales easy—low price, simplicity, thorough construction, ease of operation and cleansing, larger capacity than any other separator of equal rating and the **strongest guarantee ever written**.

You make larger profits on the individual sale, invest less money, turn your money over faster and practically control the separator business in your territory.

Write for full particulars of our co-operative advertising to help you sell the **Viking** and for discounts, prices, etc.

Quick shipments always assured from warehouses at 9 different distributing points throughout Canada.

**SWEDISH SEPARATOR COMPANY**  
Department B.Y. 507 So. Wells St., Chicago, Ill.





the farm household, will cause more than usual consideration of them from a labor-saving device standpoint. Cream separator manufacturers may well press this point on their prospects in soliciting business.

### Three Important Factors

"In conclusion I should like to point out three things vital to our business prospects in Western Canada:—

"First—That altogether apart from opinion, hearsay or rumor, the cold facts show that the dairy cow is increasing in number (and necessarily in popularity) in Western Canada every year and at a pace probably in advance of any other similar area in Canada.

"Secondly—That grain growers, the big progressive majority of our entire farm population and about whom we might have some doubts, are in reality our best sales prospects.

"Thirdly — That conditions point not only to a sustained but to an increased interest in the dairy business in the Western Canadian field."

### Winnipeg to Have a Dairy Show

For several months the Directors of the Manitoba Dairy Association and others interested in the development of the Dairy Industry in Manitoba have been quietly working on plans for a Dairy Show to be held in conjunction with the next Annual Convention of the Association. These plans have now matured

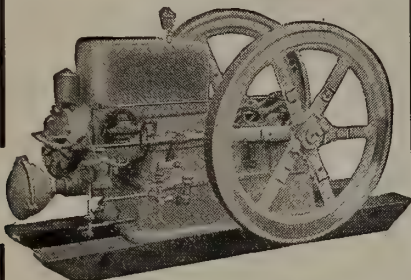
and the Show is to be held in Winnipeg during the week of February 17th to 21st, 1919.

The large auditorium of the Industrial Bureau has been secured and the seven thousand square feet of available space will be fully occupied by exhibits of equipment for dairy work of every character. These exhibits will embrace not only dairy machinery but everything for the modern

draw attendance from sister provinces, both East and West, just as did the big Convention of the Manitoba Dairy Association held at Winnipeg in January of this year. This convention was by common consent the best ever held in Canada and as the same men who promoted it are in charge of the Dairy Show, its success is assured.

Winnipeg has a very vital inter-

### Be Ready to Furnish Your Customers with Manitoba Crushing and Sawing Outfits



Throttle Governed Kerosene Engines, of 3½, 5½, 7, 9, 10, 12 and 14 H. P. Grinders and Roller Crushers, Steel and Wood Saw Frames to suit. Fall Prices now out. Have you the Agency?

### Manitoba Engines Ltd

Manufacturers at Brandon, Manitoba  
PHONES 2943 and 2964

The CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED, Winnipeg, are Distributors for the Famous J. I. CASE Tractor Plows



Convalescent Soldiers Studying Seed-bed Preparation

dairy farm, such as gas engines, silos, ensilage cutters, farm lighting plants, milking machines, etc. So far as practical, all exhibits will be shown in operation and a few of the most interesting features will be a milking machine taking milk from the cow, the manufacture of creamery butter and ice cream and the bottling of milk for household use. Other interesting features will be the exhibits of the Provincial Department of Agriculture and the Manitoba Agricultural College.

The main purpose of the Dairy Show at this time is to stimulate greater and more economical production of dairy products and greater consumption of these. While western Canada has advertised herself through her ability to grow wheat, her prosperity must eventually come from dairying and diversified farming, which stabilizes our whole commercial structure. Few people realize what a large part dairying in Manitoba during the past five years has had in our present prosperity. Up to five years ago, this province was a heavy importer of creamery butter, while since that time she has been exporting her own product in steadily increasing quantities each year, resulting in largely increased revenues to the province.

Winnipeg is the centre of the Dominion and rapidly growing in importance from a dairy standpoint. The Dairy Show will

est in the project and undoubtedly will support it in a whole hearted manner.

### Teaching Returned Soldiers Scientific Farming

On this page we show a tractor handling a No. 23 "Acme" pulverizing harrow at the U.S. General Hospital No. 9, Lakewood, N.J. The soldiers are convalescent veterans of the great war and are being trained in the principles of scientific agriculture so as to prepare them for a start in civil life. The illustration shows them taking a lesson in making a perfect seed bed, the harrow being the gift to the Hospital of Duane H. Nash, Inc., Millington, N.J. The manufacturers state that the "Acme" harrow, in a single operation, fills the air spaces, firms the soil beneath, and leaves a loose earth mulch on the surface. "Acme" harrows are made in one to four-horse sizes.

### Gasoline Production in U.S.

In the United States, during 1917, there was a 32 per cent increase in the production of gasoline or nearly two million gallons per day more than in 1916. The production of gasoline is steadily increasing, nearly 7½ million gallons being the average daily production in the U.S. The production of kerosene increased only 7½ per cent compared with the previous year.

1842

P &amp; O

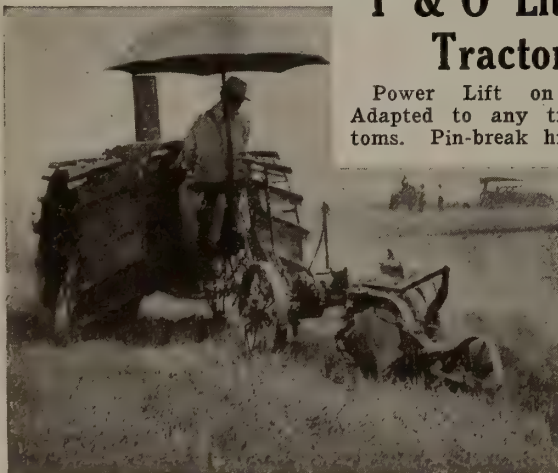
1918

## Making Your Word Good

When you face a prospect and proclaim the qualities of your wares, how much more punch you can put into your sales talk when you know that the article you are selling has the ability to make your words good! P & O Little Genius Tractor Plows are built in the factory to make good in the field. They stand back of any claims you can make for them.

### P & O Little Genius Tractor Plows

Power Lift on all three wheels. Adapted to any tractor. Perfect bottoms. Pin-break hitch. Quick Detachable Shares. High level lift — great trash clearance. Single trip rope control. High-grade coulters with adjustable cone bearings. Levers swing back over plow when bottoms are raised. Many other features that make the P & O Little Genius the ideal plow for small tractors, and an easy plow to sell.



WRITE FOR CATALOGUE

PARLIN & ORENDORFF CO.  
Canton, Ill., U.S.A.



# TURNER

## Simplicity

12-20

14-25

### Have You SEEN It?

If every dealer who is interested in selling tractors could go and SEE the Turner, we wouldn't have to tell him why the Turner is selling so fast everywhere. He could SEE why.

As one visitor put it "It has any description or picture of it beat a mile." The Turner LOOKS its efficiency and its quality. That alone is a big selling advantage. But get down to a detailed examination—start from its Perfex Radiator, examine its powerful Waukesha or Buda motor, its perfected kerosene BUILT-IN equipment, its transmission, its control, its conveniences—the more thoroughly you go into it the MORE CERTAINLY you are to see its selling advantages.

WE URGE YOU TO SEE THE TURNER—here at the home factory or at one of our nearest Canadian distributing points shown below. Please write us to-day if you can do this—and when—and let us give you full information.

### TURNER MFG. CO.

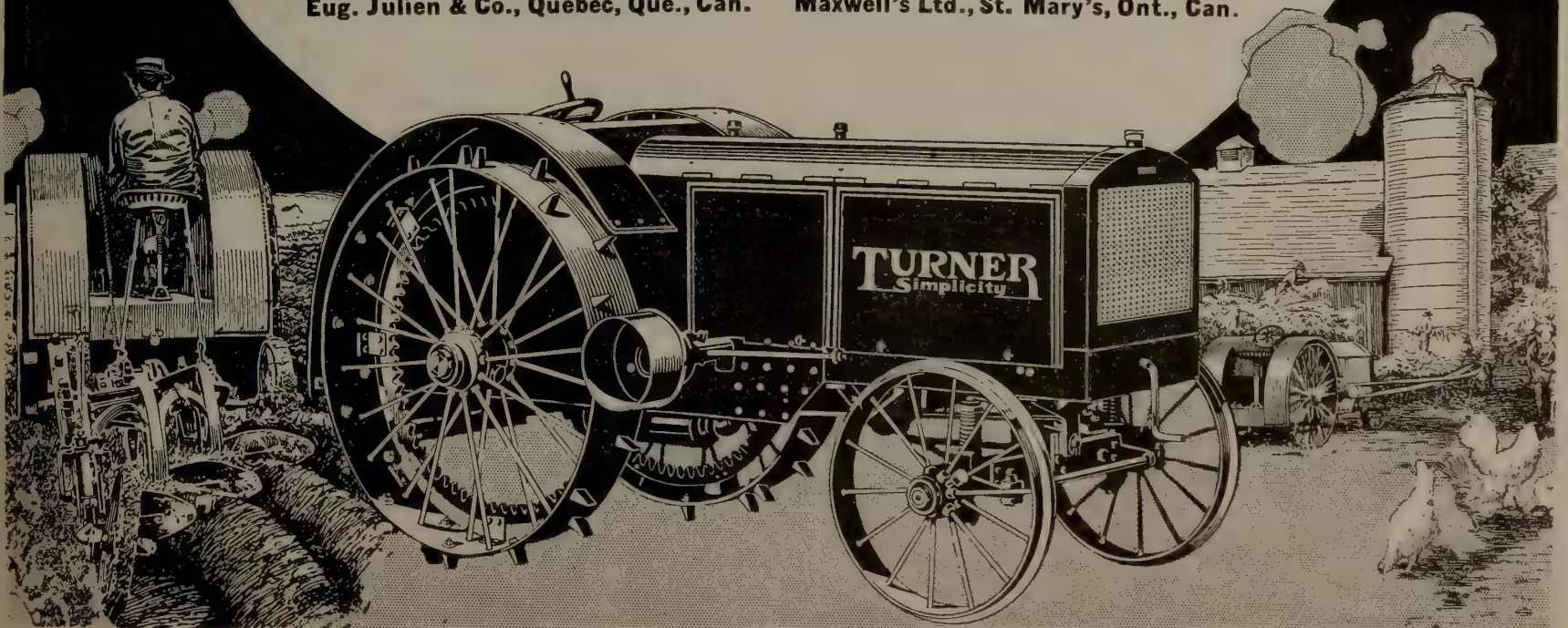
215 LAKE STREET, PORT WASHINGTON, WISC., U.S.A.

TURNER TRACTOR SALES CO., 195 Portage Ave., Winnipeg, Man., Canada

BRANCHES IN CALGARY AND REGINA

OTHER DISTRIBUTING POINTS IN CANADA:

Eug. Julien & Co., Quebec, Que., Can. Maxwell's Ltd., St. Mary's, Ont., Can.





### What Tractors Meant to Great Britain

In an able analysis of the tractor situation in the United Kingdom, Geo. F. Whitsett, of the International Harvester Co., gives some interesting data. In the Old Land three million acres of grass lands were available for the production of grain crops. To plow, plant and harvest this acreage was the aim of the British Government. During 1917 over 790,000 acres were put into crop, and during the present year the total number of acres reclaimed from grass and put to the production of food has been increased to 2,400,000.

It is estimated by reliable authority that 90 per cent of this total, or 2,160,000 acres, produced wheat during 1918 which, on an average of fifteen bushels to the acre, would yield a wheat cargo of 32,400,000 bushels, which will not have to be shipped in space invaluable and indispensable to victory.

The whole campaign for food production was under the administration of the food production



Women Have Shown a Great Interest in Tractor Operation

department of Great Britain, with headquarters in London.

There is a county organizer for each county, usually a large implement agent or passenger car dealer. The county organizer has full charge in his county, of all tractors, plows and other machinery which belong to the British Government, and his compensation consists of a commission on each acre, which is said to be practically negligible. The district men under the county organizer are usually implement agents, and these men look after the tractors and other machinery under their supervision.

#### The Plan of Campaign

The British Government bought the tractors and equipment and trained the operators. Soldiers were largely used for this work. A large assembly plant was inaugurated at Liverpool, where the tractors and plows were as-

sembled for shipment to all parts of the United Kingdom. Soldiers were trained in this assembly work and later developed into operators, while all over the country schools were maintained to instruct operators. One large American farm machinery concern assumed the full responsibility for erecting all of its tractors which were purchased, furnishing its own corps of erectors and testers.

The tractors and equipment are not sold to the farmers, but are rented to them at a charge averaging 15 to 20 shillings (\$3.60 to \$4.80) an acre, depending upon the nature of the soil and the land. This charge includes the hire for the soldiers, as well as fuel and oil. When the tractors and equipment are delivered, the soldier operators and the supplies are delivered at the same time so operation can start immediately. The farmer is expected to board the soldiers while they are working for him.

Daily reports from all areas using tractors are sent to London, giving the number of acres worked, condition of crops and details as to the machines. Inspectors visit each district and report direct to the central organization.

The government holds contests, awarding prizes to such units as plow most land in a given time, or who do the work on the lowest fuel consumption. The resulting rivalry has done much to account for the phenomenal acreage which has been made food productive.

It is authentically estimated that fifteen thousand American tractors have been engaged in this British drive for more food. If anyone has doubted the stimulative effects of the tractor upon agriculture, let him consider this remarkable achievement of Great Britain, made under extremely trying circumstances, but which with the assistance of tractors has been tremendously successful.

### Suggested Adoption of Standard Tires for Automobiles

The directors of the U.S. National Automobile Chamber of Commerce have asked all members of that body to adopt a new standard of automobile tires as original equipment. The recommendations mean that after the needs of all cars running have been served throughout their running life and automobile makers have changed production so as to conform with the suggested standardization, pneumatic tires will be made in but six sizes for passenger cars and three sizes for trucks.

Manufacturers of passenger automobiles are to be asked to fit their future production with one of the following sizes of rims: 30 x 3½, 32 x 3½, 33 x 4, and 34 x 4½. These are to take tires of those sizes, with the following respectively as oversizes: 31 x 4, 33 x 4, 34 x 4½, and 34 x 5.

For trucks there are to be three standard sizes of pneumatics: 36 x 6, 38 x 7, and 40 x 8. The two sizes that fit the smallest rims are designed to be of clincher type; all others to be of straight side type. Both plain and non-skid types are to be retained.

Among the economies which will result from standardization and the discontinuance of unnecessary sizes those who have examined the plan have pointed out two as of chief importance. Dealers will no longer need to carry the wide range of sizes heretofore necessary if their stocks were to be considered at all representative, and that portion of the manufacturer's raw material heretofore set aside for production in sizes and types of tires which are known as "slow moving" will be available now for manufacture into sizes which move quickly.

#### Moline Tractor Tests

The Moline Plow Co., Moline, Ill., have received official records of the tests of the Moline-Universal tractor at the Salina demonstration. The machine developed a maximum of 20.05 h.p. on the drawbar and 26.48 h.p. on the belt. This drawbar pull is astonishing, considering the size of the motor used and the lightness of the machine. To obtain resistance enough to require 20.05 h.p. to overcome it, it was necessary to haul the two 14-inch bottoms at the rate of 3½ m.p.h. The Moline-Universal is rated only at 9-18 h.p.

The dealer who sits around and waits for something or somebody to turn up, usually receives a call from his creditors.

### WANTED

Factory manager or superintendent. A splendid opening for an experienced, capable and ambitious man, to take charge of the manufacturing end of our business, with a place on our Board of Directors, and a Financial or working interest in our Company. No investment necessary, although preferable. Experience in the manufacture of Farm Implements, and especially threshing machinery, especially desirable. Write

Farm Machinery Manufacturers, Ltd.  
210 Alberta Ave., Saskatoon, Sask.

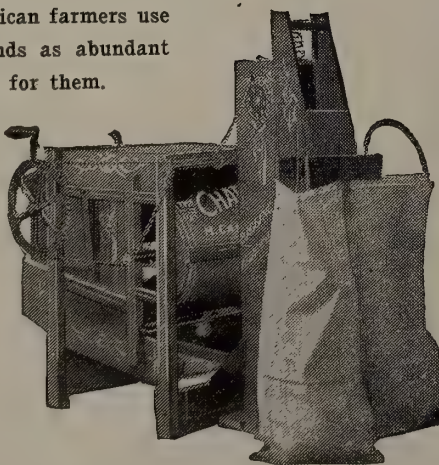
## THE NEW "CHATHAM"

Over 500,000 Canadian and American farmers use CHATHAM mills. This fact stands as abundant proof that it is a good investment for them.

Full particulars concerning this remarkable machine obtainable at any of our branches.

The same sturdy construction that has made the "CHATHAM" famous. Best for your customer and most profitable for you.

Order now  
as stock is  
limited.

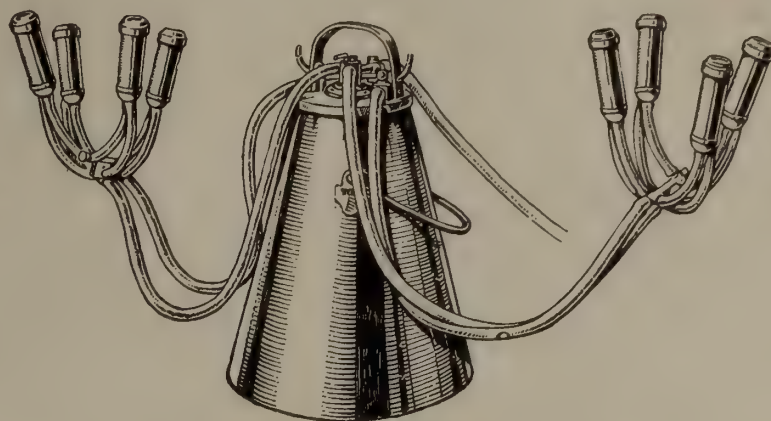


Branches at

WINNIPEG, BRANDON, SASKATOON, CALGARY and EDMONTON

**Gray-Campbell, Limited**  
MOOSE JAW, SASK.





# SELL WHAT THEY WANT!

**T**HE ART OF SELLING consists of making your customers **want** the goods you sell.

If you handle lines of goods that you **know** your customers want, your selling problem will be a small one; each sale will be easier to make; and the same sales effort will make more sales for you than if you have to spend your time in **convincing** your prospects that they want your goods.

**SELL WHAT YOUR CUSTOMERS WANT!** It requires no greater outlay of cash to handle goods of known merit and big demand than to handle goods without a reputation.



are **in** demand. You will find them easy to sell because dairymen **know their merit**. EMPIRE Milking Machines are used and endorsed by the Dominion Experimental Farms at Ottawa, Ont.; Agassiz, B.C.; Fredericton, N.B.; Lennoxville, Que.; Cap Rouge, Que.; Ste. Anne de la Pocatiere, Que.; Lacombe, Alta.; and Brandon, Man.

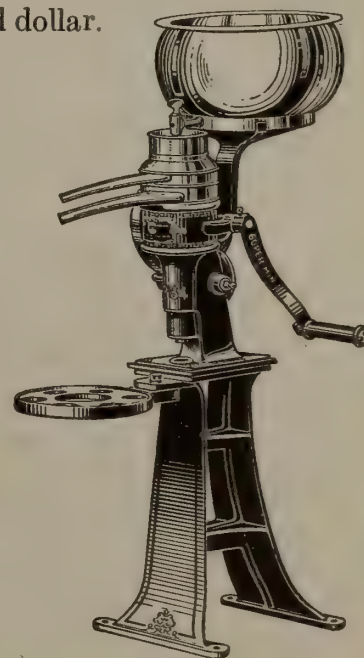
You will find your dairymen customers in a receptive mood when you talk "EMPIRE" to them.

Send at once for our Liberal Dealer's Proposition. Open territory is limited.



have proven their superiority for years in the hands of many thousands of successful Canadian Dairymen, just as have EMPIRE Engines. In asking your customers to buy EMPIRE machines you are not asking them to experiment with the unknown, for EMPIRE Machines are as standard in value as a gold dollar.

Don't try to "buck" EMPIRE competition. Sell EMPIRE Machines and leave the "bucking" to someone else. That's the profitable method.



## Robinson-Alamo, Ltd.

WESTERN CANADA DISTRIBUTORS

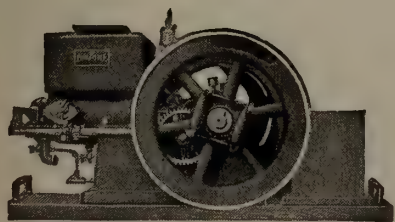
140 PRINCESS STREET

WINNIPEG, MAN.

The Empire Cream Separator Company  
Of Canada, Limited

146 CRAIG STREET, W.

MONTREAL, P.Q.





### Popular Salesman Appointed Sales Manager

The Emerson Manufacturing Co., 1425 Whyte Ave., Winnipeg, announce the appointment of Isaac Woods to the important position of general sales manager of the company. This concern are well known to the implement dealers of the Canadian West as manufacturers of the Emerson wild oats separator.

Few farm machinery salesmen in Western Canadian territory are better known and more highly esteemed than "Ike" Woods. He has entered the stores of dealers in farm equipment in the prairie provinces for many years, and few men have a wider circle of friends in the trade. Dealers all over the prairie provinces will be glad to hear of his appointment to a managerial position, and that he will fill it admirably is proven by his long record of success in business-getting.

Mr. Woods was born in County Frontenac, Ontario, as he says,

"a good few years ago." He was educated at Kingston, Ont., and on leaving school entered the cheese-making business. Coming



ISAAC WOODS

west he operated a cheese-making concern at Killarney, Man., later leaving the dairy line and entering the scholastic profession.

After teaching school in Winnipeg for a period, Mr. Woods became connected with an ice company, then, some eighteen years ago, he took the position of salesman with the Melotte Cream Separator Co., Winnipeg. For that company he covered Ontario, Manitoba and Saskatchewan. Some seven years ago he left the cream separator business and was appointed travelling representative of Gould, Shapley & Muir, with headquarters in Winnipeg. For this engine, tractor and wind-mill company he has covered Manitoba territory until his recent resignation and appointment as general sales manager of the grain separator concern.

With long experience of the farm machinery trade in all its phases, Mr. Woods should be a valuable acquisition to the organization of the Emerson Manufacturing Co. His cheery personality and kindly greeting will be missed by dealers throughout the territory, but they will agree with "Ike" that he has seen many moons on the road and deserves a chair and desk, also a seat at night by his own fireside. We congratulate him on his appointment and wish him every success in his new sphere of action.

### Plant of Canada Carriage Co. Burned Down

Shortly before midnight, on Oct. 27, for the second time in thirteen years, the vehicle factories of the Canada Carriage Co., at Brockville, Ont., were destroyed by fire. The factories, whose product are sold by Carriage Factories Limited, were one of the largest plants in Brockville. The loss is estimated at about \$500,000 and is fully covered by insurance.

The company was inaugurated in 1868 as the Gananoque Carriage Works, at Gananoque, Ont., and in the first season 25 democrat wagons were sold. Now considerably over 350,000 vehicles bearing the trade mark of the company are in use.

In 1892 the concern had grown to such proportions that it outgrew the premises, and in that year the Canada Carriage Co. took out letters of incorporation and absorbed the old company, the new organization locating in Brockville. From then to 1905 were years of steady growth and development, but in that year the plant was burned down—being the largest fire loss in the Dominion for that twelve months. A new plant was commenced the following day, and for the past thirteen years the record of the company has been one of steady growth and development.

### Ranney Elected President of National Implement Vehicle Association

George A. Ranney, Secretary and Treasurer of the International Harvester Company, was elected President of the National Implement and Vehicle Association at the 25th Annual Convention of that organization, which closed in Chicago, October 18, 1918.

Mr. Ranney has been active in manufacturer and dealer association work for a number of years. He has just completed a term as chairman of the Executive Committee of the National Association, having served on the committee for the past seven years, and he has been an active member of the Farm Implements Committee since its organization. He has had a wide business experience, going to the McCormick Harvesting Machine Company in 1898, from the position of paying and receiving teller at the Chicago branch of the Montreal Bank. Mr. Ranney's first duties were as assistant to the Treasurer. In 1904, after the Harvester Company had been formed and organized into its various divisions and departments, Mr. Ranney became assistant to the vice president, and in 1905 assistant to the general manager.

On May 16, 1913, Mr. Ranney was elected Secretary of the International Harvester Company, and on May 14, 1914, he was elected a director. On April 29, 1916, he was given the added duties of Treasurer. Mr. Ranney is truly a man with a multitude of duties, and the U.S. National Association evidently believes that if you want great things done, get a busy man to do them.

### Sharples Entertain Soldiers At Their Plant

Realizing that thousands of Sharples dealers and friends of the Sharples Separator Company had sons and relatives in the service who would be travelling through the eastern part of the United States, General Manager C. M. Burdette, of The Sharples Separator Company, recently sent a letter to all Sharples dealers, in which he extended a most cordial invitation for all such men in the service to visit the Sharples people at West Chester, Pennsylvania. Mr. Burdette's generous offer has been very largely accepted and the Sharples people are entertaining a great number of the boys in the service, as well as furnishing them with information concerning the eastern part of the United States.

## FARMERS WILL HAVE MONEY TO BUY MACHINERY

**T**HIS year farmers will have money to buy more machinery, for prices are high and a ready market will absorb all they can produce. Get after this business! Somebody is going to get it. Let it be yourself—by handling

### The TORONTO Line of FARM EQUIPMENT

The Toronto Line includes the best in Windmills, Gas Engines, Water Systems, Pumping Engines, Ensilage Cutters, Pumps, Tanks, Well Supplies, etc. A line complete in every detail. You are interested—write us regarding our agency proposition.

### ONTARIO WIND ENGINE & PUMP CO. (Western Branch) LIMITED

CALGARY

REGINA

WINNIPEG

## THE CONWAY LINES MEAN BETTER BUSINESS PROMPT SERVICE and SATISFIED CUSTOMERS

<b>Conway Line Buggies</b> Quick Sellers	<b>Munro &amp; McIntosh</b> Buggies and Cutters
<b>Heney Harness</b> <b>and Blankets</b>	<b>Woodstock Wagons</b> <b>and Sleighs</b>
<b>"Viking" Cream Separators</b> The Biggest Value Sold	<b>Ford Commercial Bodies</b> Both close and open types
<b>"Round Oak" Stoves</b> <b>and Furnaces</b>	A line that gives your customers the best fuel savers on the continent. In great demand.

Ask for our latest catalog and price lists. Our lines represent a profitable opportunity for every dealer. Large stocks carried in Regina.

Handled in Saskatchewan Exclusively by

**BERT CONWAY** BOX 33 Regina, Sask.  
Corner Albert and South Railway Sts.



(Reprinted by Request)

## A Message to Canadian Dealers!

**A**T this time, when Canada and the United States are so closely linked, it is especially fitting that Canadian dealers should recognize the superiorities of the Separator and Milker that are *every inch American*.

P. M. Sharples, President of the Sharples Separator Company, invented the first American Cream Separator. For over a third of a century he has been manufacturing and improving this remarkable saver of butterfat.

Likewise, the Sharples Milker was the earliest perfected modern milking machine in the United States.

Dealers in the United States are urging their customers to install Sharples equipment, as it aids towards saving butterfat, maintaining milk production, and rendering real aid in winning the war.

Sharples Suction-feed Separator is the *only* Separator that *skims clean at any speed*. All other separators lose butterfat when turned *under speed*—the annual waste from this cause being over 80,000,000 pounds of butterfat. Universal use of the Sharples Separator would save it all. No discs or blades in the Sharples bowl makes it easy to clean.

Sharples Milker is the only milking machine that squeezes and massages the teats while milking. It is the world's fastest milker—and a big labor-saver.

The United States and Canada have largely the responsibility for providing the Allies' food supply. Through the elimination of waste and the saving of man-power, the Sharples Separator and the Sharples Milker are doing yeoman service. It is especially wise now to urge upon your customers the purchase of machines that will do the most efficient work at the least cost, and produce the greatest amount of food.

If you are not acquainted with the Sharples dealer proposition, and the remarkable work which Sharples machines are doing on thousands of farms, write us to-day.

# SHARPLES

THE SHARPLES SEPARATOR COMPANY TORONTO, ONT.  
REGINA, SASK.

THE MITCHELL & MCGREGOR HARDWARE COMPANY - - BRANDON, MAN.  
Distributors for Manitoba



### Factory Notes

The branch of Beatty Bros. Ltd. at London, Ont., are calling for tenders for a factory costing \$100,000.

Deere & Co., Moline, Ill., are building an addition to their works at East Moline to cost about \$300,000.

The Ford-Smith Machine Co., Earl Street, Hamilton, Ont., are erecting a factory and office building costing \$30,000.

The General Motor Co., Pittsburgh, Pa., will build a \$50,000 brick, two-story motor truck factory in London, Ont.

The Waterous Engine Works Co., Brantford, Ont., are making an addition to their boiler house at an estimated cost of \$16,000.

The announcement is made that the Gale Mfg. Co., Albion, Mich., long known as the manufacturer of a high quality tillage tool line, has announced that it will retire from the implement field, and that it is closing out its entire implement line.

The Jim Dandy motor cultivator, made at El Paso, Ill., has been purchased by the General Motors Corporation. Manufacturing plans have not been announced, but the presumption is that the cultivator

will be built at Janesville, Wis., with the tractors and tools that will make up the G. M. C. line.

### Anchoring the Bucking Tractor

An English exchange comments on the fact that there has been too or three fatalities in that country recently, due to tractors rearing up and overturning. To overcome this, Messrs Ratcliffe Bros., Frinton-on-Sea, England, have patented an "anti-bucking" arrangement for Fordson tractors. We are not aware that the device is necessary for other tractors—the report specifically states "Fordsons," which in this country have also shown their prowess in acrobatics by the buck jumping idea.

The invention, says our contemporary, consists of a lever hinged on the under side of the rear axle; one end projects behind the rear wheels, and the other end reaches the clutch pedal, with which it is connected by means of a chain or flexible coupling. A radial ratchet is fitted to the lever, which holds the clutch out when the safety device comes into action, keeping it out until the driver releases the radial ratchet and again lets in the clutch. When a tractor rears, the shoe end of the

safety lever comes into contact with the ground, thus declutching the engine and cutting off the power, allowing the tractor to fall back into its normal position.

### Tractor Company Appoints New Men

The Turner Manufacturing Company, Port Washington, Wis., announces the appointment of A. L. Bergsten as district sales manager for the West.

Mr. Bergsten is well known in implement and automobile circles,



A. L. BERGSTEN.

ing manager of the Acme Harvesting Machine Co., Peoria, Ill., has been appointed advertising manager for the Turner organization. With long experience in farm machinery publicly Mr. Taylor should be a valuable acquisition to the company.

The Turner Manufacturing Company have recently completed arrangements for the distribution of their well-known tractors through several prominent concerns in the Western



EDWIN E. TAYLOR.

as he has been identified with the industry for many years.

For a number of years he was in the hardware and implement business in Iowa, and spent seven years with the John Deere Plow Company as division sales manager, in charge of the Iowa territory. He but recently resigned his position with an automobile company, and associated himself with the Turner organization.

Edwin E. Taylor, who has for the past ten years been advertis-

States. In the Canadian West Turner-Simplicity tractors are handled by the Turner Tractor Sales Co., Winnipeg, who stock a large number of machines and provide a prompt repair and service system for dealers and users of this tractor.

### Manitoba Farm Implement Act

At the last session of the Manitoba Legislature an Act respecting the sale of agricultural implements in the province was introduced by the member for Swan River, W. H. Simms. The main features of the suggested Act were at that time given in our pages.

This Act was referred to a committee consisting of Messrs. W. H. Simms, Geo. Armstrong, Geo. Malcolm, Hon. Val. Winkler, minister of agriculture, and Mr. J. H. Evans, deputy minister of agriculture. This committee has heard depositions from agricultural societies and implement wholesalers and will prepare a bill to be introduced at the next session of the Legislature. While originally the Act followed and was probably more unreasonable than the first Saskatchewan Act, there probably will be some important changes in its construction before it becomes law.

Don't be too common. It's the uncommon man who causes the world to sit up and take notice.

## THE FORD-A-TRACTOR

A  
Big Seller  
In Any  
District.

Does All  
Haulage  
Work



Converts  
the  
Ford Car  
into a  
Four-Horse  
Tractor  
in 20  
minutes

**GUARANTEED TO DO THE WORK OF  
FOUR GOOD HORSES—AND DOES IT**

Every farmer who owns a Ford car is a prospect for the Ford-a-Tractor. At present prices for feed it pays him to sell his horses and do his haulage by this tractor attachment. The Ford-a-Tractor will plow, disc, harrow, pull binder, mower or any other field machine and will pull the wagon to town.

Steel construction throughout. Design and materials better than any other attachment. All gears run in enclosed, dust-proof oil bath. Equipped with shock absorbers. Strong steel drive wheels; machine cut, specially tempered alloy steel pinions. Fitted with the W.D.C. Cooling System, which changes the water in cylinders six times a minute, positively preventing engine overheating.

**PRICE ONLY \$240. ASK FOR OUR PROPOSITION  
PRICE ADVANCES JANUARY 1st**

### THE K.M.C. TRANSFORMER

The only transformer guaranteed to successfully burn kerosene in Ford cars. Gives 20% more power, 50% increase in mileage and 100% saving in fuel cost. Write us for full particulars.

LIVE DEALERS WANTED.

WRITE AT ONCE

## J. D. ADSHEAD COMPANY

HEAD OFFICE:  
WINNIPEG, MAN.

ALBERTA BRANCH:

117 10th Ave. E., CALGARY

We are Distributors in Alberta of the Famous "Happy Farmer" Tractors and J. I. Case Plows.



## NOVO Gasoline and Kerosene ENGINES

**DUST PROOF.** The crank case is enclosed. The crank runs in oil adding double to the life of the engine.

**FROST PROOF.** Not necessary to drain off the water in freezing weather. A written guarantee against damage by freezing with every engine.

A NOVO ENGINE MAY COST a little more, but it is cheaper in the long run. Over 40,000 now in use.

SEND FOR CATALOGUE No. 40

AGENTS WANTED IN ALL UNOCCUPIED TERRITORY.

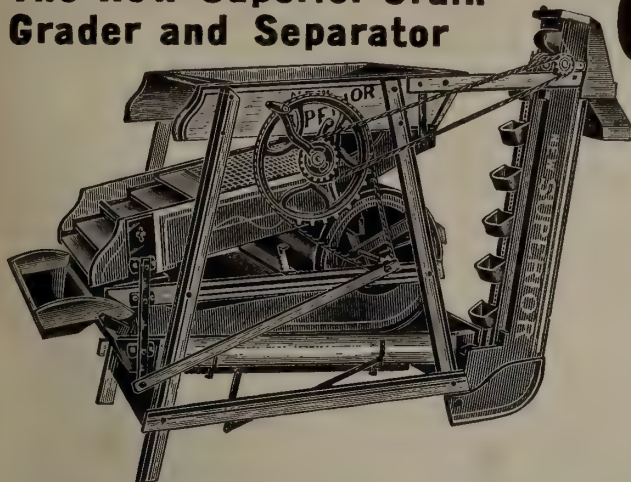
**LONDON CONCRETE  
MACHINERY CO., LTD.**

Dept. K, LONDON, ONTARIO

World's Largest Manufacturers of Concrete Machinery.



## The New Superior Grain Grader and Separator



### Strong, Well-Built and Bolted—Not Nailed

This machine is equipped with patented, open and blank space sieves; it positively separates every wild oat seed, causing them to lie flat, and not up on end. Patented, adjustable wind boards give perfect control of blast. Built to clean any kind of grain and do perfect work. What the "New Superior" cannot do, no other mill can do. Easy to operate. Made in sizes 24, 32 and 42 inches wide, with or without bagger, and with power attachment for gasoline engine if desired.

## Dealers: Investigate the Dual Grain Cleaner and Separator



Three times the capacity of old type Mills of equal width

Made in Two Sizes :  
24 and 32 inches wide

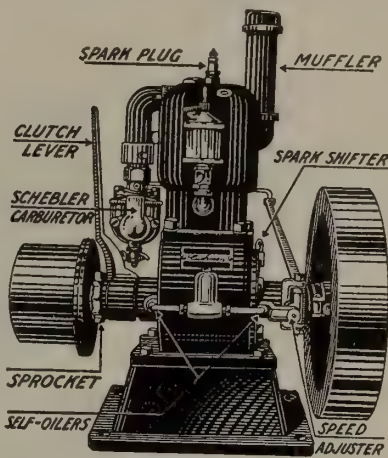
One run through this machine takes out all wild or tame oats, king heads, thistles, etc. Cleans all grains perfectly. Double screens and sieves give immense capacity. Patented cut-off feature increases capacity 60 per cent over other machines without such equipment. Any desired portion of grain can be elevated and re-run.

## Cushman Grinders

### Will Get You the Grinder Trade

Made in Four Sizes: 6, 8, 10 and 13-inch (Flat Plates)

Cushman grinders do more and better work with less power than any other grinders of similar sizes. Very easily driven. Perfect adjustment for fineness of work. Rigid, vibrationless design; large capacity hopper; heavy drive shaft. Send for full particulars and sell your customers this quality grinder.



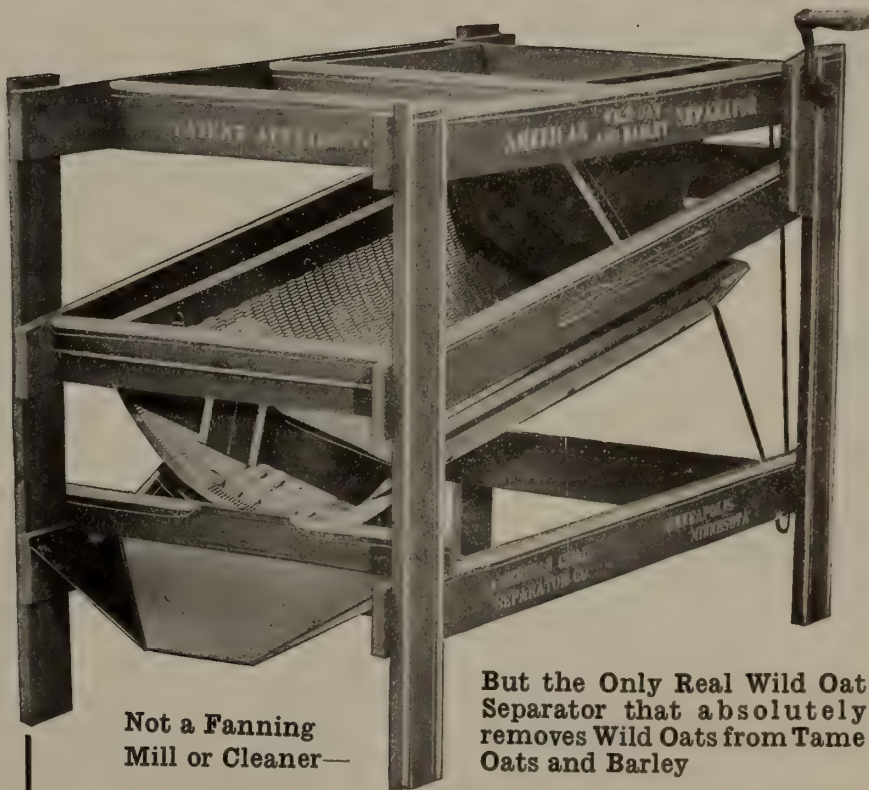
4 H. P. Cushman. Weighs only 190 Lbs.



### Cushman Light-Weight Engines

Sizes: 4 to 20 H.P. The All-Purpose Farm Engines. Built Light. Built Right. Send for Particulars.

## THE AMERICAN WILD OAT AND BARLEY SEPARATOR AND CLEANER



Not a Fanning Mill or Cleaner—

But the Only Real Wild Oat Separator that absolutely removes Wild Oats from Tame Oats and Barley

### Grades the Grain for Seed to a Uniform Size

The long, slotted zinc sieve is perforated absolutely uniform. Patented slats, working over this rocking sieve, keep it clean all the time while steadily distributing a thin, level layer of grain over the FULL SURFACE of the sieve. Every kernel must come in contact with sieve; no kernel smaller than the perforation can go over. The only machine that separates and grades at one operation.

## CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. WYTHE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.

Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

### THE CUSHMAN AGENCY GIVES YOU A COMPLETE LINE

We are Exclusive Selling Agents for: Combination Threshing Outfits—Straw Spreaders—Land Roller and Sub-Surface Packer—24x46 Separators for Small Tractor Use—Electric Lighting Plants—Tank Heaters—Langdon Ideal Self-Feeders—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—American Separators and Cleaners, etc.



### Merger of Large Automobile Interests

A report states that a new consolidation in the automobile industry in Canada has been effected whereby the McLaughlin Motor Car Co. and the Chevrolet Motor Co., both of Oshawa, Ont., will be absorbed by the General Motors Company of Canada, a branch in the Dominion of the General Motors Corporation, of New York and Detroit, Mich.

In connection with the consolidation of manufacturing interests there will be no change whatsoever in the personell of the McLaughlin and Chevrolet factory and executive staffs at Oshawa, while the Western Canadian branches, management and executives will continue as heretofore. In Western Canada the McLaughlin Carriage Co. are distributors for the product of the McLaughlin Motor Car Co. The organizations will be known as

McLaughlin & Chevrolet Divisions of the General Motors Co. of Canada. The General Motors Company of Canada has secured a large factory site near Walkerville, Ont., and an up-to-date manufacturing plant will be erected there for the production of motors and other automobile parts. It is not unlikely that, after the war this plant may also be used for the production of tractors for the Canadian market.

This merger of the McLaughlin

and Chevrolet interests in so large a concern as the General Motors Company will mean a marked development and expansion on the part of the two Canadian concerns. With increased manufacturing facilities, the production of cars should be increased and the scope of the companies widened by their amalgamation with the large American organization.

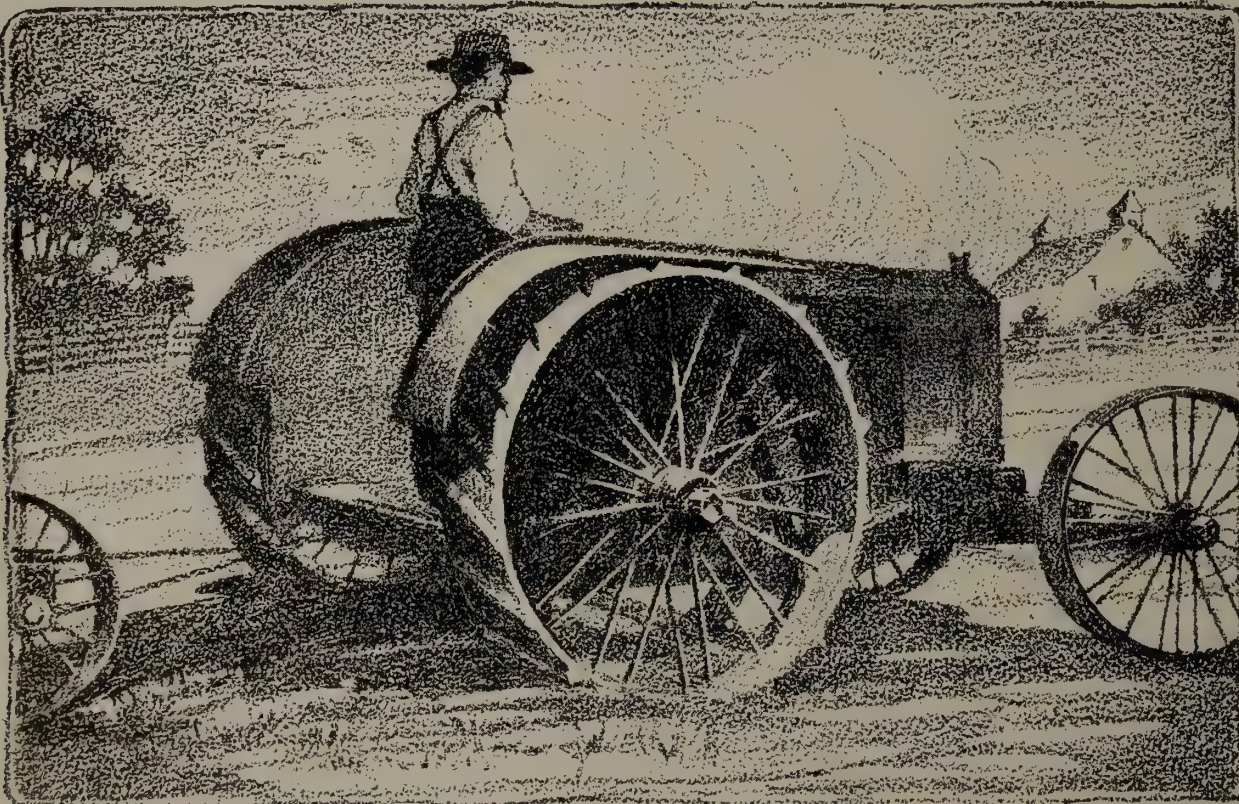
We reported in our July issue how the General Motors Corporation had combined with the Janesville Machine Co., at Janesville, Wis., in the production and marketing of tractors and tractor implements. The G.M.C. are erecting a large tractor plant at Janesville, where, it is stated, the Samson Sieve-Grip tractor will be manufactured. These tractors are also to be made at the G.M.C. plant at Pontiac, Mich. In the United States the General Motors Corporation already manufactures several well known automobile lines, including the Buick, at Flint, Mich., the Chevrolet, in the same city, the Cadillac, at Detroit, the Olds, at Lansing, the Oakland at Pontiac, in which center the company also manufacture the General Motor Truck. Other subsidiary companies are also connected with this large manufacturing organization, which in its Canadian organization should develop into one of the largest automobile concerns in the Dominion.

### Winnipeg Carriage Concern Destroyed by Fire

On October 17th, in the brief space of two hours, the offices, warehouse and stock of Gray-Campbell Ltd., Winnipeg, was destroyed by fire. The value of the premises and stock is stated to be over \$406,000, the loss being fully covered by insurance. The shop of the Fuller Storage Battery Co., located in the same building was also gutted.

The Gray-Campbell premises, located on Jessie Ave., Winnipeg, was formerly the Western Canadian headquarters of this well known company, whose leading branch is now situated at Moose Jaw. The company handle the vehicle lines manufactured by the W. Gray & Sons Co., Chatham, Ont., and the Chatham Fanning Mills, manufactured by the Manson Campbell Company of Chatham, Ont., and Detroit, Mich.

It is stated that the stock in the Winnipeg branch was one of the biggest they have ever carried, comprising vehicles for winter and spring sales and fanning mills. It is intimated that the company will not rebuild their Winnipeg branch.



**T**RACTOR performance is carburetor performance—*everlastingly and always*. The best tractor made is no more efficient than its power plant, and no engine is a good engine unless it has a good carburetor.

Every dealer knows that his sale is not completed when he delivers the machine. It must stand up to the work; it *must* give service.

KINGSTON carburetors have made good. They are known where good tractors are known. They put *proved performance* back of your

statements of tractor efficiency.

The chances are that the tractors you handle are already KINGSTON equipped. That means a big sales advantage to you. More than 75 per cent of all the tractors now being manufactured are KINGSTON equipped.

Write for the Booklet that Explains Why

**Byrne, Kingston & Co. Kokomo, Ind., U.S.A.**

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 1870 Woodward Avenue; Los Angeles, 501 Pico Street; Boston, 111 Haverhill Street





### Implement Trade Section for C.M.A.

The Membership Committee of the Canadian Manufacturers' Association recently received an application from the manufacturers of agricultural implements in Canada for permission to incorporate a trade section to be known as the Agricultural Implement Section. The application was granted.

### Elevators' Cleaners Handle Grain Quickly

The terminal elevators of the Canadian Pacific Railway, at Transcona, near Winnipeg, are handling an immense amount of wheat at this season. In this plant the cleaning equipment consists of six "Globe" cleaners, as manufactured by the Twin City Separator Co. of Winnipeg, makers of the "Bull Dog" line of fanning mills. These six cleaners are handling 4000 bushels per hour of wheat. A car with a 7 per cent dockage was recently put through the cleaners at the rate of 4000 bus. hourly, and on testing the dockage was less than one per cent, showing in a remarkable way the efficiency of these grain cleaners.

The Globe cleaners are the lar-

gest machines in the Twin City line, which embodies five sizes of fanning mills. The company also produce wild oat separators, smut cleaners, etc., a complete line of grain separating, cleaning and treating machinery. The phenomenal demand for their product in the past year has necessitated considerable additions to the Twin City factories on Quelch St., Winnipeg.

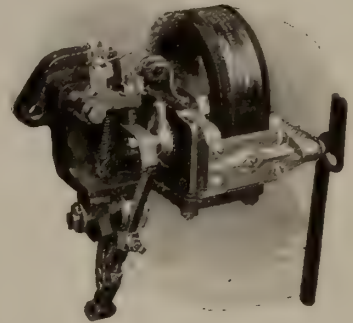
### Canadian Distributors for Novo Engines

The London Concrete Machinery Co., London, Ont., manufacturers of concrete machinery, have secured the distribution in Canada of "Novo" gasoline and kerosene engines, manufactured by the Novo Engine Company at Lansing, Mich. These engines are made in a variety of sizes and the crank case is enclosed, the reciprocating parts running in an oil bath. It is claimed that Novo engines are absolutely frost proof, their guarantee explicitly provides against all damage by low temperatures.

**THE CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED, Winnipeg, are Distributors for the Famous J. I. CASE Tractor Plows**

## WEBSTER TRI-POLAR OSCILLATOR

*Remember—  
If it isn't a Webster  
Tri-Polar it isn't a  
real Oscillator*



### IT'S WHAT THEY ALL SAY!

**I**F only a few hundred users loudly acclaimed the Webster Oscillator as the never failing cure for all ignition troubles you might ignore it with reasonable safety.

But when thousands and thousands—in fact, nearly half a million users—have all had the same experience as the writer of the following letter, it's time to find out what you are missing.

#### MR. FOLEY SAYS:—

"I have used a Webster Tri-Polar on a 12 H.P. kerosene engine for 4 years operating a 4 K.W. electric light plant, and it has given such good service I am at a loss to know why all manufacturers of standard engines do not put them in their regular equipment."

We will show you on one of your own engines at our expense why the Webster has eliminated "ignition troubles" from 85% of the foremost engines.

**WEBSTER ELECTRIC COMPANY**  
RACINE, WISCONSIN

## The Seed Bed Counts

**A** VERY successful Canadian grain grower in a "Better Farming" talk at a recent tractor demonstration made a remark that seems to be worth passing along. "I wish," he said, "that the thought might be driven home to every Canadian farmer that he can do something more than hope for a crop when he is planting his grain."

"So many seem to have the idea that the weather is the only controlling factor in the making of a grain crop. Never was there a greater mistake. The man who fertilizes his fields, keeps the weeds down, makes the right kind of a seed bed, and plants his seeds right, will get a better crop every season than his neighbors who do not do these things, unless of course the weather utterly destroys all the crops."

"The farmer's one chance to influence the success of his crop is when he is preparing the ground and planting the seed. When he has but one opportunity, it is surely a mistake to make the wrong kind of a seed bed when the right kind will discount bad weather conditions, or to plant seed the wrong way when the right kind of planting will so surely increase the yield from every planted acre. I have grown wheat for years



and I can testify to the value of fertilizing, making good seed beds, and planting seed as it should be planted."

Every Deering agent can help to push this thought along, and at the same time secure better business for Deering disk harrows, drills, spring and peg-tooth harrows, and cultivators. These implements are all made to prepare just the kind of seed beds and do just the kind of planting that this prosperous Canadian farmer is talking about. The idea is bound to spread, because it is essentially right and, in spreading, it will naturally increase sales of Deering tillage implements and bring profit to Deering local agents. Write the nearest branch house for a Deering contract.

## International Harvester Company of Canada, Limited

### BRANCH HOUSES

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.  
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



# ADVANCE-RUMELY

## RUMELY OilPull TRACTORS LA PORTE IND.

THE OilPull lineup for 1919 includes two new sizes of these famous guaranteed oil burning, oil cooled tractors. This new product, like the old, follows the Advance-Rumely policy of conservative ratings. It is rated to conform to the S. A. E. Plan—the advertised rating to be 80% of the maximum horsepower developed on the drawbar and belt.

The demand for the 14-28 OilPull was way beyond even our expectations, and many dealers who ordered late were disappointed. Our 1919 plans call for an increased production of this popular size, but our suggestion to dealers is not to delay placing their orders. For 1919, the 14-28 will be rated 16-30 to conform to the S. A. E. plan.

To meet an insistent demand, the 1919 line of OilPull tractors will be further augmented by still another size. This model has been displayed by us at the 1918 fairs and demonstrations, but will not come into quantity production for several months.

The reputation of the Rumely OilPull for power, dependability and economy is so firmly established that the principal thing of interest to the dealer is that these reliable outfits can be had for 1919 in all sizes from 3 plow to 10 plow. And further, that each size conforms to the OilPull standard design and construction. We give below a few of the specifications of the new models:—

*Guaranteed kerosene burners.  
Two cylinder, low speed motor.  
Two forward speeds and reverse.  
Oil cooled.  
Low platform—short turning.  
Patented shifting device for belt work.  
Hyatt Roller Bearings.*

The "Big Boy," the 30-60, is of course in the line—but, with its long-standing reputation in the field it needs no further comment.

This standardized line of OilPull Tractors in sizes to fit every size farm, offers dealers a tractor sales opportunity second to none.

### Don't be Misled

The success of the Rumely OilPull Tractor has been so far reaching that the name OilPull has become almost a household word. So strong is its following, that like most good things it has been imitated. "OilPull" is registered and is our exclusive name and trademark—its use by other manufacturers as applied to their tractors is in violation of the law. For your own protection, just remember that there is only one OilPull—Rumely LaPorte.

### ADVANCE-RUMELY THRESHER COMPANY

LAPORTE

Calgary, Alta.

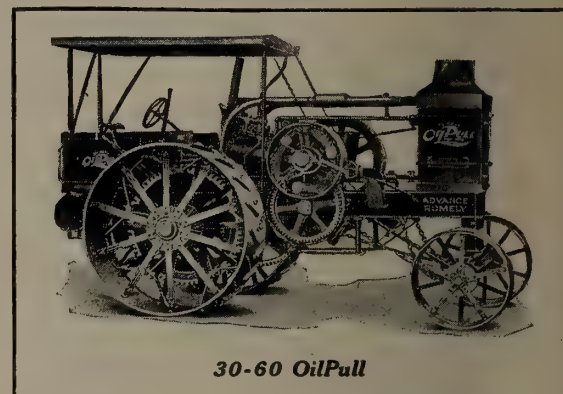
(Incorporated)

Regina, Sask.

Saskatoon, Sask.

INDIANA

Winnipeg, Man.



30-60 OilPull



20-40 OilPull



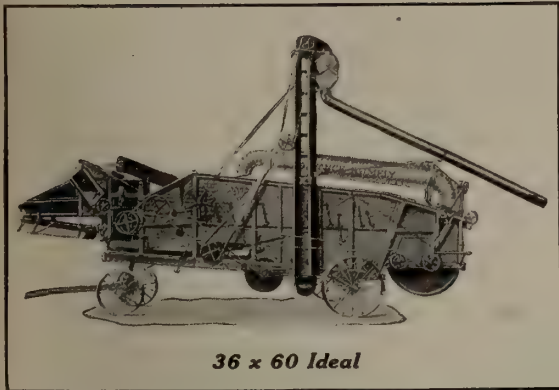
16-30 OilPull



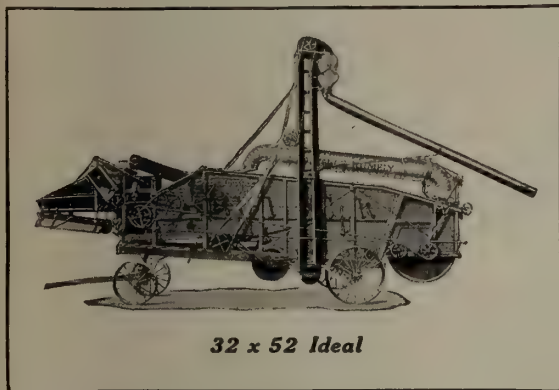


# LINE FOR 1919

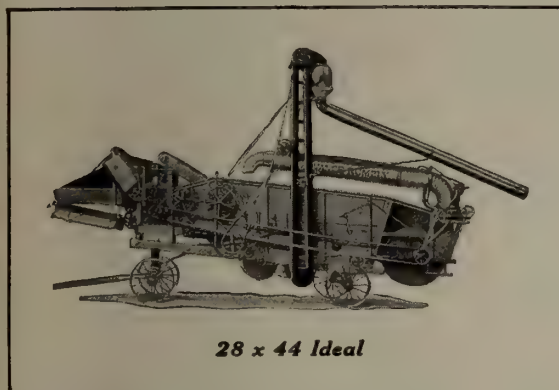
## *Ideal* SEPARATORS



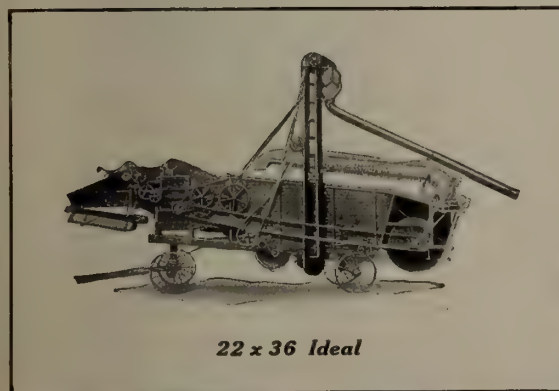
36 x 60 Ideal



32 x 52 Ideal



28 x 44 Ideal



22 x 36 Ideal

WE were called upon to give the farmer the best tractor built, and had to match it up by providing a grain separator of equal merit.

The Rumely Ideal Separator, like the OilPull Tractor, has made, and holds, such a high reputation, that its superiority is unquestioned. With more than 20,000 Ideals in the hands of owners, its field performance is its best advertisement.

The 1919 line of Ideal Separators comprises four sizes—the 22x36, 28x44, 32x52 and 36x60 machines. This offers a size to meet every demand—from that of the farmer for his own use, to the needs of the custom thresherman.

The same principles of design and construction are common to all sizes of the Ideal—the small 22x36, a new size for the farmer's individual use, is just as much the old reliable Ideal as the big 36x60. Every size has the exclusive features that have put the Ideal in the front rank of grain separating machines:—

*Including the patented traveling slatted chain rake, the largest grate surface of any separator built.*

*Size for size, the longest straw rack of any separator built.*

*Lifting fingers on straw rack instead of common shakers.*

*Seven feet of extra chaffer length in grain pan, on larger models—smaller sizes in proportion.*

*All adjustments, oil and grease cups, on the outside.*

These are just a few of the Ideal exclusive features that make satisfied owners—and that's the only kind of customers you want.

### Ask Any Owner

The best way to size up the selling possibilities of any machine is to find out the kind of service it has given to the man who has bought it. So we suggest that you get the opinions of OilPull Tractor and Ideal Separator owners in your territory.

To back up the dealer, and through him to protect the best interests of his customers, we maintain 26 Branch offices and distributing warehouses, each with a complete stock of machines and parts—ready to give *real* service in machines, parts and expert help.

### ADVANCE-RUMELY THRESHER COMPANY

LAPORTE  
Calgary, Alta.

(Incorporated)

Regina, Sask.

Saskatoon, Sask.

INDIANA  
Winnipeg, Man.





### The Duty of the Hour

It is imperative that Canada's 1918 Victory Loan should be well over-subscribed and even more successful than last year's. Firstly, because we cannot continue to do our part in the war without the required funds; secondly, because we cannot obtain those funds unless the national activities are maintained at high pressure; and thirdly, because that end cannot be accomplished unless we finance the national activities which have such a vital bearing on the international situation and the conclusion of the war.


It cannot be emphasized too frequently that the safety of our national structure and our participation in the war, depend entirely upon the results of the 1918 Victory Loan.

Our prosperity during the past year was a direct result of the response to the Loan issued last fall. The continuance of our prosperity during the coming year will depend entirely upon the degree of success achieved by the Victory Loan of 1918. Common foresight makes it imperative that everyone should buy Victory Bonds. Farm machinery manufacturers, wholesalers and dealers should endeavor to impress upon their employees the fact that lending money to Canada is maintaining business prosperity by which every worker in the Dominion is directly benefited.

### The Repair Week Idea

Last year a somewhat belated attempt was made in Canada to inaugurate an Implement Repair Week. Arrangements and publicity were made too late to be very effective, but this condition can be overcome as regards the preparations for the 1919 spring repair week, if arrangements are made far enough ahead and the idea kept continuously before farmers by the various departments of agriculture, the farm press and the local newspapers.

At the outset, the success of a "repair week" depends upon the efforts of the implement trade. If a repair week was necessary in 1918, it will be doubly so in 1919, owing to the curtailment of raw materials and the reduction in supply of new machinery. Every machine that can be overhauled and made serviceable will have to be put into working order. At the last convention of the Retail Merchants Association in Saskatchewan, a resolution was passed by the merchants testifying to the necessity for and importance of holding an Implement Inspection and Repair Week in that province. We will be glad to see the



**THE OFFICIAL ORGAN OF THE**  
**INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION**  
**AND**  
**SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION**

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**A MONTHLY NEWSPAPER**  
**DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF**  
**FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY**

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Established in 1904 and Published Monthly by  
**Canadian Farm Implements, Limited**  
 812 CONFEDERATION LIFE BLDG. WINNIPEG, CANADA

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**SUBSCRIPTIONS**  
 \$1.00 per year in Canada: Foreign \$1.25 per year      Single Copies, Ten Cents

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**ADVERTISING**  
**RATES MADE KNOWN ON APPLICATION**  
 Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

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**CORRESPONDENCE**  
 Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

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Member Western Canada Press Association  
 Entered in the Winnipeg Post Office as second class matter.

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WINNIPEG, CANADA, NOVEMBER, 1918

implement trade in that province get things going as regards the 1919 Repair Week.

It is never too early to make a start.

On October 11th the directors of the Iowa Implement Dealers' Association adopted the following resolution:

"That the co-operation of manufacturers of farm equipment, the trade press and the farm press be enlisted, along with the support of the Department of Agriculture, in promoting the second week in March, 1919, as National Farm Equipment Repair Week, to the end that all farm equipment be properly inspected and repaired, and that such co-operation will result in a great saving of material and a larger production of crops."

It might be noted that the farm machinery dealers in Iowa can usually get repairs more quickly than is the case in Western Canada. But they are on the job already!

This movement, to be a success, must have every implement dealer behind it. The co-operation of the implement manufacturers and jobbers is also essential, and we feel that every unit in the implement industry in Canada realizes the importance of the prompt supply of repairs and replacements for the machines the farmer will use next spring. Seeding season varies in different sections

of the west, but a little deliberation should easily set a week which will be at the right season to ensure satisfactory results.

Whether the trade will act en masse for such a movement depends upon jobbers and dealers to a very large extent. If we cannot have a week set apart for this purpose it will be largely through lack of initiative on the part of the implement trade associations—both retail and wholesale. Every man realizes the importance of repair service, and every dealer is aware that from now on he can impress upon his customers the necessity of placing orders for repair parts. The dealer often complains that he cannot get repairs in time for the customer. That is largely due to the fact that the customer waits to place his repair order until he is ready to use the tool or machine.

Don't let him wait. Ask your customers from now on what spring repairs they will require.

### Quality Counts!

Sell a man a good machine and he will boast of how good that machine is to his neighbors—the amount of use he has obtained from it. Sell him a cheap machine and he never remembers the amount of money he saved upon the purchase price, but will always cuss you for all the dissatisfaction that results.

### Implement Standardization for Canada

The War Trade Board at Ottawa is now working upon a standardization scheme for the Dominion, which will, it is considered, lead to a saving in the cost of materials, a reduction in types and in the processes of manufacture.

Agricultural and other implements manufactured in the Dominion will be one of the first lines to be standardized. Other goods to be pruned will be boots and shoes, textiles, woollens, cottons, hats, rubber goods, etc.

Already the board has consulted with Canadian manufacturers as a whole, and later the manufacturers of individual lines will be called up to give assent to the proposal. Such assent being secured, the war trade board at Ottawa will have complete control, as it has the power to divert coal or raw materials from such manufacturers as violate the agreements.

So Canada is at last commencing the standardization and elimination of unnecessary farm machinery types and models—which should have been inaugurated at least two years ago.

### Advertising in War-Time

In advertising the business man builds up the intangible or spiritual side of his business, if such it may be designated, as distinct from the material side. No more faulty logic can be found than that which would impel a farm equipment manufacturer to cease building for the future by means of advertising simply because the output of his factory is, for the time being, restricted, or because diversion of his facilities to war work has operated to withhold his goods from accustomed markets. In modern business there can be no sufficient-unto-the-day policy.

That, at times such as the present, there should be some hesitancy regarding advertising policy may be because it has never been scientifically determined what proportion of advertising expense is an operating charge and what proportion a capital charge. In our estimation only a small part, if any, of advertising expenditure is properly chargeable as a current item of sales expense; but is, rather, when translated into terms of good will, a permanent investment and hence a capital charge. Given this conviction, it must appear quite as shortsighted to discontinue advertising the product of a factory merely because the war has momentarily inter-



rupted distribution as it would be deemed unwise of a manufacturer to junk a portion of his factory equipment because there had been interruption in its use.

### Obituary

The Renfrew Machinery Company, Renfrew, Ont., announce the deaths of W. H. Keddell and P. A. Farmer, sales managers of the company, on October 6 and 11, respectively. Both gentlemen were victims to the fearful disease which at present is sweeping Canada. Popular with their business associates and experienced in the cream separator and engine business, these members of the Renfrew executive will be sorely missed by their co-workers in the Renfrew organization.

### H. W. Hutchinson Enters Thresher Business Temporarily

H. Wilbur Hutchinson, of Winnipeg, one of the best known men in the implement industry in Canada, has left for Hamilton, Ont., where he will reside for a few months. Mr. Hutchinson states that he has not accepted the position of vice-president and general manager of the Sawyer-Massey Company, of Hamilton, which was recently offered him by the directorate of that organization.

He feels that he has been too long a resident in the west, and has so many business associates and friends in western territory, that he wishes to remain where he has spent the most of a strenuous business career.

Mr. R. Harmer, of the Sawyer-Massey organization, has been in indifferent health for some time and has been advised by his doctors to spend the winter in the south in order to recuperate. Mr. Hutchinson, who is a director of the thresher and tractor concern, has consequently agreed to go east and assume the reins of management of the company during Mr. Harmer's enforced absence. His wide experience and proven ability during the 35 years he has been connected with the farm machinery industry in the Canadian West, should be invaluable to the Sawyer-Massey Company at this juncture.

H. W. Hutchinson was born on October 20th, 1862, in the village of Leskard, Durham County, Ont. He was educated at Albert College, Belleville, and in January, 1883, came west to Winnipeg, where he joined the staff of D. Maxwell & Son. In 1884 he was appointed manager of that concern. In 1888 he accepted the position of manager of the F. A. Fairchild Co., Winnipeg, and in

1897, when the organization was succeeded by The Fairchild Co., Ltd., Mr. Hutchinson was appointed manager and secretary of the company.

In April, 1904, he acquired a controlling interest in the Fairchild organization, and was elected president of the company. During the opening months of 1908 this company sold out to the John Deere Plow Co., Mr. Hutchinson being appointed to the onerous position of managing



H. W. HUTCHINSON

director and vice-president of the plow concern. This responsible position he filled with marked ability until his resignation in December, 1917. Since that time Mr. Hutchinson has been Western Canadian manager of Carriage Factories, Limited, Toronto.

He was the first implement man to be chosen as president of the Winnipeg Board of Trade, and has been an active member in the Winnipeg Wholesale Implement Association since its inception. In addition to being a director of

the Sawyer-Massey Co., Mr. Hutchinson is president of several large concerns and is connected with a great number of important Western enterprises. He has seen the remarkable development of the West and has an intimate knowledge of Western conditions, especially in the farm machinery business. The motto of Mr. Hutchinson's successful career hinges on three factors—hard work, doing things and applying his remarkable organizing and executive ability to every problem which he meets. In temporarily joining the Hamilton organization they will have the best man that could be chosen to fill so important a position pro tem.

### Tractor and Parts Makers Form Association

Over twenty manufacturers of tractors and tractor parts and accessories met in Chicago early in October and formed a body to be known as the American Tractor Association.

These men see their business threatened by the ruling of the U.S. war industries board. They are tractor makers who have machines in process of development; some have designs but no manufacturing facilities; some have merely assembling plants, and some have produced a fair number of machines within the past two years.

Joined with them are the manufacturers of parts, engines, transmission, ignition and lubrication devices, concerns which have large contracts for future delivery to these smaller tractor concerns.

A representative committee has been appointed to go to Washington to present the case of the tractor and parts manufacturers in the endeavor to secure a rescinding, or a modification, of the recent ruling, which will permit the companies concerned to live and to develop their industries.

### Personal

Rutherford & Bulman are new automobile dealers at Warner.

Peter Sankow has commenced an automobile business at Ituna.

H. Blaman has commenced an automobile business at Moose Jaw.

The Grand Forks Garage Co. have closed their branch at Phoenix, B.C.

John McNamara, a harness dealer at Gravelbourg, has sold out to Peter Bolan.

C. D. Hendsbee has sold out his automobile business at La Fleche to H. C. Ocherling.

Sam Milner, a harness dealer at Vermilion, has discontinued business at that point.

Jos. Hertel, a harness dealer at Loughheed, has closed his business at that point in the west.

John McLaughlin, a harness dealer at Woodrow, has sold out to Rijeth & Agopsowitz.

L. L. Smith, manager of Gray-Campbell Ltd., Moose Jaw, was a recent visitor to Winnipeg.

W. M. McBeath, Portage la Prairie, has sold out his automobile business to Albert Dann.

The Hero Manufacturing Company, Winnipeg, manufacturers of fanning mills, have assigned.

J. J. Black, an implement dealer at Fannystelle, recently visited the wholesale houses in Winnipeg.

M. Carlyle, an automobile dealer at Eyebrow, has taken J. O. Seele as a partner in the business.

Waldman Bros., implement dealers at Binscarth, have ceased operations in that Manitoba town.

Arvibic & Martin, automobile dealers at Stettler, have sold out to a firm named Conn & Cornelius.

Z. N. Skowsen has taken over the automobile business at Raymond, formerly carried on by J. W. Judd.

J. Redden, Winnipeg, manager for the J. I. Case T.M. Company, recently spent a few days in the marshes—after ducks.

Hartley & Kjer, implement dealers at Lampman, have dissolved partnership in their business in that town.

S. Shaw has bought out the farm machinery business at Gainsboro, formerly carried on by H. R. McClung.

E. Brown, an automobile dealer at Stonewall, has discontinued business, following a fire that destroyed his premises.

W. J. Mann & Co., dealers at Pipestone, has dissolved partner-

## Loan Some, or You'll Be Lonesome!

The 1917 Victory Loan showed what Western Canada could do in helping win the war. The following amounts were subscribed by the Provinces of the Canadian West.

British Columbia—Population 394,000; subscription \$18,814,700; per capita \$44.75. Number of subscribers, 50,563.

Alberta—Population 496,000; subscription \$16,515,150; per capita \$33.29. Number of subscribers, 56,117.

Saskatchewan — Population 650,000; subscription \$21,777,050; per capita \$33.50. Number of subscribers, 73,675.

Manitoba—Population 555,000; subscription \$32,326,600; per capita \$58.25. Number of subscribers, 78,856.

Although the 1917 Loan call was for \$150,000,000, the subscriptions reached \$419,289,000, representing the investments of 820,035 people. This great success astonished Canada and the finan-

cial world generally, and gives heart to those who are undertaking the Victory Loan for 1918.

### The West Did Well

The figures for the last Loan show that Manitoba headed the list in subscribers, with one in every seven of her population on the list. Ontario was next with one in every 7.1 persons; but Ontario's subscriptions led all Provinces with \$79.08 per capita, compared with \$58.25 in Manitoba. British Columbia, Alberta and Saskatchewan followed with one subscriber in 7.8 and one in 8.8 and one in 8.82, respectively. The average of one in 9.62 for the Dominion was brought down by the four Eastern Provinces.

To get the desired \$500,000,000 for the 1918 Victory Loan will require over 1,000,000 subscribers. The west will do its share. Buy every bond you can afford.



ship. In future, W. J. Mann will have sole control of the firm.

W. M. Hills, traveler for the Canadian Fairbanks-Morse Co., Winnipeg, is convalescent after a severe bout with pleuro-pneumonia.

A. Prugh, manager of the Gray Tractor Co. of Canada, Winnipeg, visited the leading western cities during the end of last month.

T. J. Storey, sales manager of Carriage Factories Ltd., Toronto, during October paid a brief visit to the Winnipeg headquarters of the company.

Gusdal & Berg, implement dealers at Erickson, have dissolved partnership. In future, L. B. Gusdal will have sole control of the business.

W. O. Barkwell, general store and implement man at Treherne, has sold his general store business and will deal only in the implement lines.

H. Middleton, manager of the Miller Tire Co., Winnipeg, reports a good demand for the Miller line and an active trade in retread bands.

F. N. McDonald, western manager of Carriage Factories Ltd., Winnipeg, reports a nice demand for their new line of winter tops for automobiles.

Jas. Laidlaw, an expert on windmill construction and a prominent farmer in the Brandon district, died in Winnipeg during the last week in October.

H. S. Bennett, the implement dealer at Willow Bunch, was a visitor to Winnipeg during Oct-

ober. He reports business as satisfactory in his territory.

L. Sparrow recently commenced an implement business at Russell. In the same town, Robt. Moore has commenced an automobile business and garage.

M. A. Courchene, who carried on a general store and implement business at Duck Lake, has discontinued his general store and will add to his implement lines.

Ole Woie, a blacksmith and implement dealer at Admiral, is reported to have sold out his farm machinery interests, concentrating on the anvil for a livelihood.

The Empire Cream Separator Co. announces that C. A. Nelson has been promoted to the position of manager of the order department of its branch in Denver, Colo.

It is reported that Brown Bros., implement dealers at Moose Jaw, have discontinued operations in that city, while Motor Distributors have also closed down their stand.

Mr. McTaggart, of the Brantford Carriage Company, Brantford, Ont., recently returned east after a tour which embraced the leading cities in the Canadian West.

J. H. Beaton, general sales manager of the McLaughlin Motor Co., Oshawa, Ont., recently paid a visit to all the branches of the company in the west, as far as Vancouver.

G. D. Jones has been appointed sales engineer of the Cleveland Tractor Company, Cleveland, Ohio. Mr. Jones will have charge

of experimental work in connection with this tractor.

R. Gray, president of W. Gray & Sons, Chatham, Ont., the well-known carriage concern, accompanied by W. J. Byers, secretary-treasurer, recently visited Winnipeg and Moose Jaw.

Nelson F. Shunk, who for many years was engaged in the manufacture of plows at Bucyrus, O., having been a member of the Shunk Plow Co., died suddenly at his home during October.

David Drehmer, manager of the John Deere Plow Co., Winnipeg, during October visited the Deere plants at Moline, Illinois, and Waterloo, Iowa. Mr. Drehmer reports the factories as busy.

H. F. Anderson, manager of the Tudhope-Anderson Company, Winnipeg, returned during the last week in October from a visit to the head offices and factories of the Tudhope organization at Orillia, Ont.

D. N. Jamieson, manager of the R. A. Lister Co. (Canada), Winnipeg branch, reports that business in the Toronto branch of the company has been badly tied up, practically all the staff being ill with influenza.

Sorry to learn that our old friend, George Matheson, the implement man at Craik, has been in very indifferent health lately. We trust that soon Mr. Matheson may be back at business and fit for the day's work.

E. B. Sawyer, president and general manager of the Cushman Motor Works, Lincoln, Neb., was present at the 25th annual convention of the National Implement and Vehicle Association in Chicago early in October.

E. A. Mott, Winnipeg, western general manager of the Cockshutt Plow Co., recently paid a visit to the headquarters of the Cockshutt organization at Brantford, Ont. While east, Mr. Mott also visited the leading trade centres.

W. N. Robinson, manager of Robinson-Alamo Ltd., Winnipeg, recently paid a visit to Brandon and Regina territories. Mr. Robinson reports a good demand for the electric lighting plants and dairy equipment lines handled by his company.

T. B. Martin, for the past two years secretary and manager of the Nilson Tractor Co., Minneapolis, resigned, and has left for California. He will hereafter represent the Nilson Tractor Co. as distributor in Northern California with headquarters at Stockton.

A concern recently incorporated at Winnipeg is known as The Powerlight Co., and will distribute farm and house lamps. The company is capitalized at

twenty thousand dollars, the incorporators including O. J. See, J. McMullen and J. M. O'Grady.

D. B. McLeod, sales manager of the John Deere Plow Co., Winnipeg, left early in November for Moline, Ill., and Waterloo, Iowa. Mr. McLeod will spend some time at the Deere headquarters at Moline and at the tractor factory of the company at Waterloo.

J. A. Tanner, manager of the Winnipeg branch house of the International Harvester Company, reports a record sale of tractors and a good demand for separators this fall. Mr. Tanner finds the tractors sell as quickly as he gets them into his warehouses.

W. C. Ross, the popular implement dealer at Portreeve, has taken over the business formerly carried on by H. D. Miller at Gull Lake. Mr. Ross will handle the Deering line, Titan tractors, and International threshers and trucks. We wish him success in his new venture.

William Allis, son of the late E. P. Allis, died in Milwaukee, Wis., Oct. 10. Mr. Allis succeeded his father as president of the E. P. Allis company and continued until the consolidation which resulted in the Allis-Chalmers Mfg. Co. He then became chairman of the board of directors.

Early in November, I. J. Haug, the popular manager of the Canadian Avery Company, Winnipeg, paid a visit to the head office and factories of the Avery Company at Peoria, Ill. Mr. Haug made arrangements for the supply of the Avery line to meet the requirements of Avery dealers in the territory covered by his branch.

Lieut. R. H. Foulds, of the Machine Gun Corps, is listed wounded. Lieut. Foulds was for ten years an accountant with the Winnipeg branch of the Cockshutt Plow Co., in 1914 being transferred, in a similar capacity, to the Regina branch of the Cockshutt organization. He was a prominent athlete and is a veteran of the South African war.

C. L. Wisner, second vice-president of the Massey-Harris Co., Toronto, accompanied by Geo. White, assistant general manager of the company, during the last week in October passed through Winnipeg on their way east. The gentlemen visited all the western branches of the Massey-Harris Co. as far as the Pacific coast, and reported a very enjoyable trip.

General Sherman, however, never felt equal to the job of defining nasty competition.

## Cushman Tank Heaters

### A Profitable Winter Specialty

MADE IN TWO SIZES

12-Inch, Weight, 140 lbs.

14-Inch, Weight, 165 lbs.

**EVERY STOCK OWNER IS A PROSPECT**

**Get a Sample on Your Floor—NOW!**

Cast iron, one-piece body. Cast iron fuel basket and ash pan—removable, as shown. Draught easily regulated. Anything that will burn makes good fuel for the Cushman Tank Heater. Large, submerged surface gives quick heating. 5-inch smokestack, 23 inches high, has ventilator cap and spark arrester. Suits wood, steel or concrete tanks of any size. Side lugs allow tying down if desired. Projections on bottom prevent heater burning bottom of wood tanks when water is exhausted. Built to last a lifetime.



WRITE FOR PRICES AND FULL PARTICULARS

**Cushman Motor Works of Canada, Limited**

Builders of light weight, high grade Gasoline Engines for all Farm Power Work

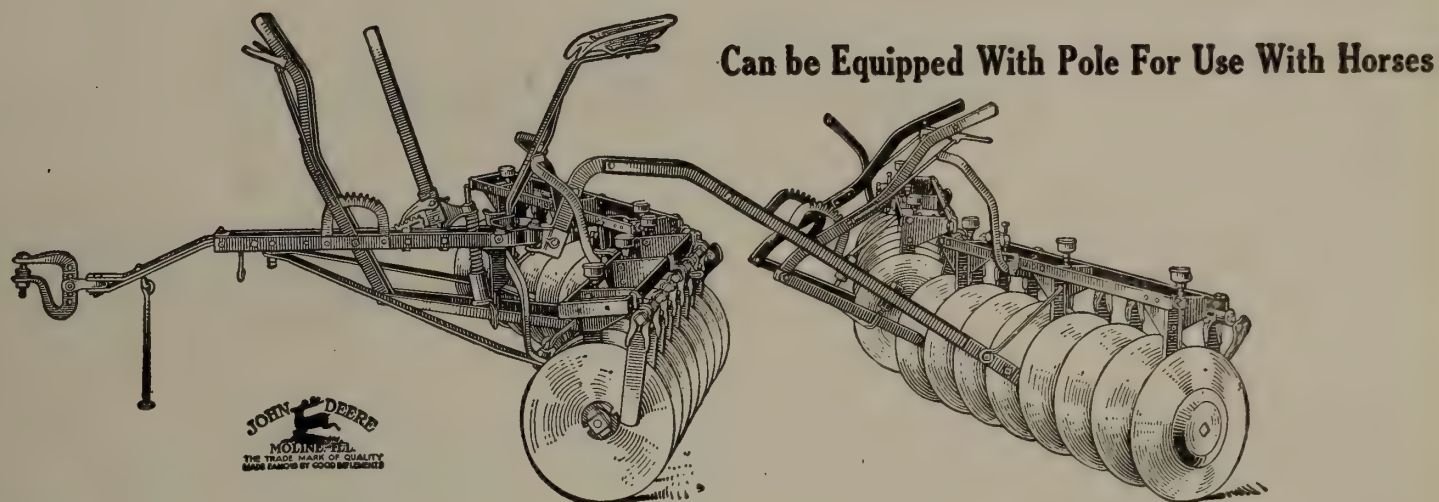
DEPT. E., WHYTE AVE. AND VINE ST.

WINNIPEG, MAN.



# A Strong, Light Draft, Double-Action Disc Harrow

## For Use With Any Tractor



### The John Deere Pony Tractor Disc Harrow

#### Has the Necessary Strength for Successful Service

All steel main frame and stub pole—practically indestructible.

Double instead of single bar gang frames held rigidly together by heavy tie plates—twice as strong as ordinary gang frames.

Unusually strong, high connection between front and rear sections, a direct draft and lots of clearance.

Reversible clevis. Easy to hitch to any tractor.

A single action, horse-drawn harrow can be made out of this harrow by detaching rear section and using pole.

#### Its Good Work Makes Satisfied Customers

Gangs work independently of each other—a separate lever for each gang. Only that part of the harrow passing over an obstruction is lifted out of the ground.

Gangs can be given proper angle to prevent crowding to either side in hillside work or when overlapping hard and soft ground.

Discs in the front and rear sections do not track—the soil is pulverized thoroughly.

When furnished with spring pressure lever, gangs can be held up or down at the center to cut out dead furrows or disc over ridges without burying the harrow.

Make your disc harrow business more profitable by selling John Deere Pony Tractor Disc Harrows.

We will continue to stock the heavy 10-ft. Double Action Disc Harrows.

WRITE THE NEAREST BRANCH TO-DAY

# JOHN DEERE PLOW CO., LIMITED

Branch Houses

WINNIPEG  
Man.

REGINA  
Sask.

SASKATOON  
Sask.

CALGARY  
Alta.

EDMONTON  
Alta.

LETHBRIDGE  
Alta.



### Women's Land Army Study Tractors in Wisconsin

It is said that every ill has its remedy. Here is the Wisconsin remedy for the national shortage of man-power. The women's advisory committee of the U.S. Council of National Defense is proving that woman-power, assisted by mechanical horse-power, may be utilized in effectually performing the work laid down by the men who have gone to war.

At the recent Wisconsin state fair, half-hour lectures were delivered to enthusiastic women, who were taught the mechanism of the tractor part by part, after which they were taught to run a Turner Simplicity Tractor about the grounds, as a preliminary to their practical operation of the tractors in the fields.



Women Tractor Students at Wisconsin State Fair.

These lectures and demonstrations were a part of a week of intensive training, conducted under the auspices of Mrs. Nellie Kedzie Jones, chairman of the Women's Land Army of Wisconsin. There were over eighty young women present. They camped on the fair grounds and were given lectures on many of the problems which confront the farmer of to-day.

The Turner Simplicity Tractor proved itself very adaptable to the woman driver. The simplicity of the machine enabled them to learn its mechanism quickly, and they soon learned to operate it in the field, unassisted. They found the "Simplicity" easy and safe to drive. Its features caused much

favorable comment on the part of those who witnessed the work of the women. The photographs show the class at work; one showing the women assembled for lecture and the other shows two of the women in the act of starting off for a practice run.

### Awards at International Soil Products Exhibition

At the International Soil Products Exhibition, held at Kansas City, Mo., during October, Seager Wheeler, of Rosthern, Sask., for the third time won the international sweepstakes trophy for the best half bushel of spring wheat. With this honor goes the associ-

ation cup valued at \$100, an 8-ft. binder, donated by the International Harvester Company, or its equivalent value in other machinery, and the C.P.R. \$500 cup.

S. Larcombe, of Birtle, Man., won the sweepstakes for the best half bushel of hard spring wheat grown in dry land areas, receiving the silver cup and cash. Sweepstakes in oats went to T. R. Dickenson, of Birtle, Man., and in barley to Nick Taitinger, Claresholm, Alta. The Dominion secured the following awards: Manitoba—8 silver cups, 33 firsts, 19 seconds and 19 thirds; Saskatchewan—2 cups, 4 firsts, 5 seconds and 5 thirds; Alberta—1 cup, 2 seconds and one third.

### Empire Manager In West

H. A. McArthur, Montreal, manager of the Empire Cream Separator Co. of Canada, recently passed through Winnipeg on his way east after an extended tour of the west, during which he visited Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver and other points. Mr. McArthur report an excellent year's business and is very optimistic as regards the outlook in the west.

A slight set back, he believes, such as we have had in some of the grain growing areas, more than ever shows the farmer the advisability of mixed farming and of dairy farming as a staple source of revenue which he will have at all times despite fluctuations in grain yields. Mr. McArthur commented on the very serious effect that Spanish Influenza is having upon business in the eastern provinces.

### Advance-Rumely Head Appointed Industrial Adviser

Finley P. Mount, president of Advance-Rumely Company, La Porte, Indiana, has been appointed by the Department of Labor at Washington, D.C., as Industrial Adviser to District Draft Board No. 1, in the State of Indiana, consisting of 21 counties, and including the industrial district in the northwest part of the state.

**NORTH STAR DRY BATTERIES**

Topmost in Quality  
Utmost in Durability

FOR  
FARM ENGINES, TRACTORS  
AUTOMOBILES, TELEPHONE  
SYSTEMS, HAND LANTERNS  
ETC. CAREFULLY INSPECTED  
AND TESTED.

**ORDER FROM YOUR DEALER**

*Westwo*  
REGD

## CUTTER GEAR



Of selected hickory, well made, well ironed, painted carmine red, striped black. Shipped knock-down. Can be set up with buggy box complete in a few minutes.

### ORDER TO-DAY

Our Stock is Complete in PAINTED POLES, REACHES, END-GATES *Westwo* WAGON SETS, ETC.

**D. ACKLAND & SON, LIMITED**

WINNIPEG :: CALGARY

PHONE GARRY 1600

OUR ENGRAVINGS SPEAK FOR THEMSELVES

**STOVEL CO. LTD**  
WINNIPEG, MAN.



# DUNHAM

## CULTI-PACKER

TRADE MARK REG.



### Mulches Surface

The front wheels make ridges and the back wheels split these ridges and stir them over.



### Crushes Lumps

Curved wheels crush the hardest lumps. Back wheels come between front wheels—no lumps missed.



### Stops Winter Killing

In early spring it settles down the heaved soil, resets the plant and fills up frost cracks.



### Firms Loose Soil

Wheels cut through top soil firming out air spaces in soil below. Moisture stays better in firm soil.



### Cultivates Crops

Firms soil about roots, stirs surface, breaks crusts. Wheels detachable for straddling corn.



### Starts Seed

Firms soil around seed to attract moisture and make them sprout quickly.



### Hinders Weeds

In newly seeded fields will set back little weeds, giving crops a good start.



### Retards Blowing

Ridges at right angles to prevailing winds retard wind from blowing the soil.



### Levels Soil

Tears down high spots, builds up low places, making field smooth for harvest.



### Saves Moisture

Packs new furrows and stirs top soil to prevent evaporation.

Ask for 48 page booklet "Soil Sense." Let us show you how dealers are selling 50 to 100 Culti-Packers in a season.

For Sale by

**JOHN DEERE PLOW CO. LTD.**

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

Manufactured by

**The Dunham Co., Berea, Ohio.**





### War Conditions in the Implement Industry

What has been experienced in the manufacture of farm equipment in the United States during the war has been duplicated by the experience of Canadian manufacturers of farm implements.

In that country the McAdoo award advanced the freight rates 25 per cent and passenger rates from 60 to 70 per cent, something the U.S. Government had refused to permit when the roads were under private control.

It is obvious that these advances affect both the manufacturer and dealer in farm machinery, and equally obvious that they affect the farmer ultimately. In Can-

ada, as in the United States, we have had the McAdoo schedule applied to railroad operators and have had drastic advances in freight rates.

In the United States unskilled labor, getting 25 cents per hour, asked for 30 cents. The War Labor Board gave them 50 cents. A multiplicity of such cases means that the pay roll of the machinery manufacturer is practically doubled, consequently the price of the product is vitally affected.

Finally, farm machinery manufacturers in the United States were told to reduce their consumption of pig iron and steel to 75 per cent of the amount used in the fiscal year ending Oct. 1,

1918. They must take inventory and with the 75 per cent take care of the demand and still enable the farmer to enlarge his production. This seems an almost impossible task. We must also recollect that a great proportion of the raw materials used by farm equipment manufacturers in Canada comes from the United States. Is it probable, or possible, that if that country cannot maintain the full supply to her own manufacturers of farm machinery she will allow the export of iron and steel to Canadian farm equipment plants?

Under normal conditions in the United States the farm equipment trade uses 1,200,000 tons of steel and 800,000 tons of pig iron. It takes from 2,500 to 3,000 tons of

steel to build a ship, and each one will maintain from 3,000 to 4,000 men in Europe.

It is, therefore, evident, that the contribution of the implement industry in that country by denying themselves steel is between 600,000 and 800,000 men maintained at the front. The same reasoning applies to Canadian manufacture, and under the conditions which obtain it seems essential that the farm machinery industry of North America must simply make this sacrifice and "carry on" to their utmost until our troops put Germany where she belongs.

### Automobile Owners and Repair Supplies

It is reported that automobile owners in Saskatchewan are to ask legislation requiring a full line of automobile parts for all makes of cars in use to be carried in at least one center in the province. This is considered necessary so that prompt supply of repairs will be assured. They will also ask that a full line of parts for makes that have been withdrawn from the market be carried for at least three years.

There are now 46,000 automobiles in Saskatchewan for many of which, it is stated, new parts can be obtained only with difficulty. In the past year we have seen a good deal of standardization and elimination in the implement business, and an application of the same to automobiles might go far to solve repair difficulties.

### Large Export Machinery Needs Reported

W. C. Lamot, 22, Northumberland Ave., London, W.C., England, states that one of the Allied governments wants an exceptionally large number of farm implements as soon as the war ends. He will forward full particulars to manufacturers so that they may supply him with prices, delivery dates, etc., also the buyers' commission given.

Among the list of machines, which is a lengthy one, are the following requirements:—40,000 walking plows, 20,000 gang plows, 20,000 breaking plows, harrows and weeders, 75,000 harrows, 1,000 flexible frame land packers, 2,000 reapers, 2,000 mowers, 2,000 fanning mills, 10,000 riding cultivators, 5,000 cream separators, 50,000 churns and 40,000 wagons.

Some day next spring somewhere in Canada some implement dealer may be called a slacker because he didn't give shipping instructions early enough to get his goods.

## THERE IS NO "SLACK SEASON" When You Handle Our Specialty Lines

Ford Truck Bodies  
Hood Covers

Winter Tops For All Makes Of Autos  
Sporting Goods

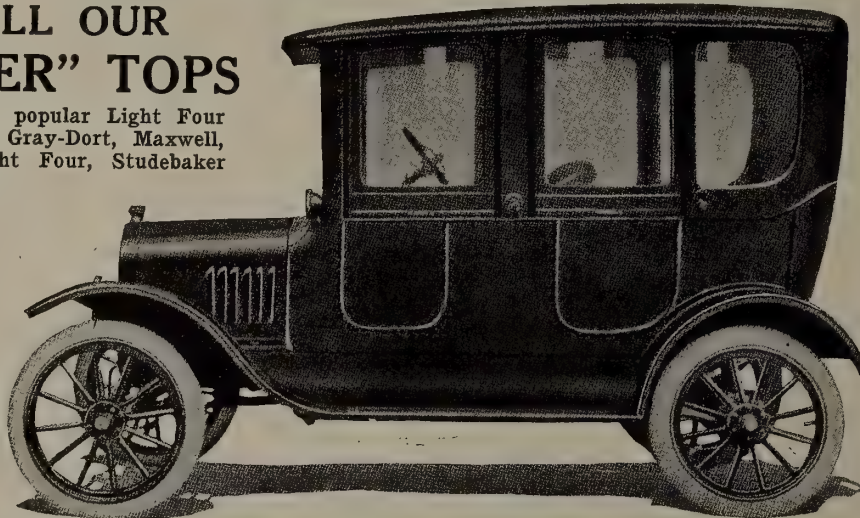
Auto Accessories

### DEALERS: SELL OUR "ALL-WEATHER" TOPS

Made for Ford Touring and all popular Light Four Cylinder cars—Chevrolet, Dodge, Gray-Dort, Maxwell, McLaughlin Four, Overland Light Four, Studebaker Four.

Your customers need not lay up their cars for winter, or freeze when driving, if you sell them a winter warm top. Patent flexible sliding windows give any desired amount of ventilation. All four doors can be opened in a few seconds.

Convertible into an open top for summer use by removing side sections, doors and quarters. Top is of substantial construction, neat and graceful. Light weight; absolutely non-rattling. Full stock carried at Winnipeg. Send your orders at once.



[GET OUR LATEST LISTS AND AGENCY PROPOSITION

WE MANUFACTURE AND DISTRIBUTE THE FOLLOWING LINES:

McLaughlin Carriages and Cutters  
Brockville Carriages and Cutters

Munro & McIntosh Carriages and Cutters  
Heney Harness and Blankets  
Automobile Trailers

For fifty years McLaughlin Cutters have been the standard of cutter quality in Canada. They are leaders in style, quality, finish and durability. Best grade gearing—superior trimming—every factor that attracts the customer. The farmer of to-day asks for the make of cutter his father used—a McLaughlin. Let us know your requirements. Good stock on hand.

Ask for Particulars of our Cutter and Vehicle Lines

**CARRIAGE FACTORIES, LIMITED**  
156 PRINCESS STREET, WINNIPEG

Distributing Houses:

MOOSE JAW

CALGARY

EDMONTON

SASKATOON

**BERT CONWAY, Box 33, REGINA, is Distributor for Saskatchewan of  
Heney Harness and Munro & McIntosh Buggies**



### Telling Testimony On Wild Oat Separation

The Emerson Manufacturing Co., 1425 Whyte Avenue, Winnipeg, recently received a letter from a concern using one of their wild oat separators which, as an unsolicited testimonial, is good testimony of the efficiency of the Emerson mills. The concern in question, the Bishop Milling Co. of Battleford, Sask., wrote the company as follows:

"We have been grinding wheat for 25 years and are grinding the cleanest wheat we have ever ground, as this machine takes out all the oats and does not take out one grain of wheat with them."

This milling concern have been using a six-shoe Emerson separator for some time, and the company are naturally pleased at this evidence of the good work done by their product from the point of view of a miller of so long experience. The company report an excellent demand for their separators from all over the west, and also from the eastern Canadian provinces.

Emerson mills were perfected by W. H. Emerson, after 38 years experience in the fanning mill business. They are guaranteed by the company to give a clean product and perfect seed wheat, and are stated to take every kernel of wild or tame oats out of wheat or rye and save all the wheat. The principle of separation in the Emerson mills is unique. It is effected by the length of the kernel. The shoes in the machine hang at an angle, and the riddles are a series of terraces. The oats, being long kernels, can-

not follow the short kernels through the double angle construction of the riddles. The short kernels—wheat, barley or rye—pass through the angles freely but the oats cannot follow. The motion of the riddles lifts the end of the oat up into a little angle leaving the kernel free, then the "kick" of the sieve forces it out and on up to the end of the riddle, where it is discharged.

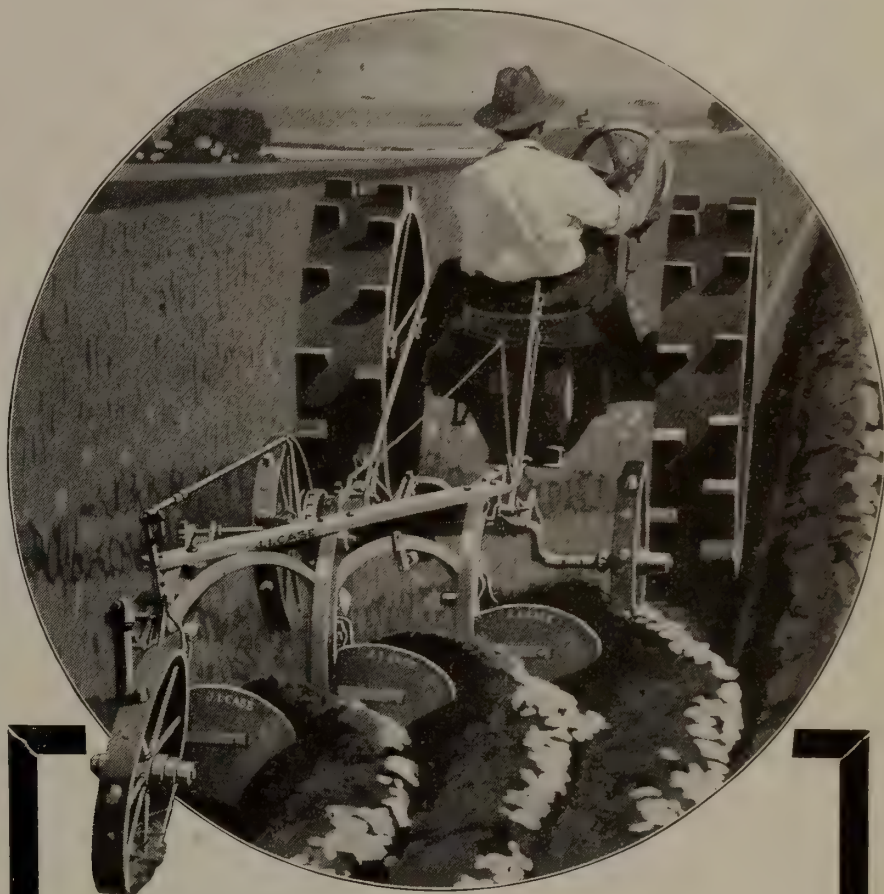
### The Farmer and His Car

The farmer of a hard-working economical type is not likely to spend money on an automobile unless in return it brings him a noticeable increase in income or in some way adds to the advantages of farming.

To trace the influence of the motor car in the farmer's daily life would be a waste of space and effort. Every person of average intelligence can imagine the advantages which a family living fifteen or thirty miles from a town or city obtains from the use of a motor car. Thirty miles means an hour's spin for a modern car; it means a day's hard work for a team of horses. It is, however, in the wonderful increase of the value of the farm lands along improved roads that the great advantage of the motor car to the farmer is found.

More farms have been abandoned by active men and women because of loneliness than is generally believed; the lack of social intercourse has proved a stronger factor in many cases than the sterility of the ground. Productive farms have been left to neglect because the roads were so poor that travel was impossible.

# J. I. CASE PLOWS



## The Features that Farmers Want

This famous J. I. Case Tractor Plow is a big seller, first because it embodies the mechanical features that farmers want. Second because these features are powerfully capitalized in National Advertising which sells the farmer.

Extreme light draft is one feature. The "drag" of furrow bottom and landside pressure is eliminated in this plow. It rides on its three wheels like a wheeled vehicle—instead of dragging like a stone boat.

It has a simple, sturdy, power lift; is easily handled from tractor seat; enters and leaves the ground instantly, point first, like a walking plow.

It permits turning more acres per day and plowing deeper—with less fuel, labor and repair expense. It makes the tractor a better investment.

If you are not yet a member of the great J. I. Case Dealer Family, your correspondence is invited.

## J. I. CASE PLOWWORKS

241 West Water St.  
Racine, Wisc., U.S.A.



## JUMBO GASOLINE ENGINES

1½, 2½, 4½ and 6 H.P.

Powerful, reliable, serviceable. On skids, strong iron sub-base or trucks; make-and-break ignition; battery or magneto. At an additional cost our 2½, 4½ and 6 h.p. engines can be supplied in the throttling governor type for burning kerosene as well as gasoline. You can't sell a better engine.

### "LITTLE JUMBO" FEED MILLS

Greater range of capacity than any other mill. Low power consumption. Fine adjustment. Grinds from 10 to 30 bushels per hour; 6-inch burrs; weight, 90 lbs. From 1½ to 4 h.p. will operate them. Steel and iron construction throughout. Get a stock and watch them sell.

Handle the "Jumbo" Line this Winter

Manufactured by **Nelson Brothers Company**  
SAGINAW, MICH., U.S.A.

Western Canadian Jobbers

**Tudhope-Anderson Co., Ltd.**

WINNIPEG REGINA SASKATOON CALGARY





### Early Orders Essential---Tell Your Customers

In the vast majority of cases the farmers are not yet aware of the supreme importance of deciding now their implement needs for the future. In any territory the dealer can do a great deal towards improving the supply situation by advising his customers concerning early orders for machines and implements. The following paragraphs could profitably be used by the Editor of your local paper, and by this means the community would get some conception of the true condition of affairs in the supply of both new machines and repair parts. Cut them out and enlist the aid of the local publisher, who, we are sure, will realize the importance of the message:

"If you have not already ordered repairs which you will need to put your tillage machinery, seed-

ing machinery, or other farm machinery, in working condition take our advice and order them now. If you wait until you need these things before ordering, the chances are ten to one you will not be able to get them.

"In the past it has been the custom with many persons to wait until the week before repairs were to be used before ordering them. Under normal peace conditions, this worked out pretty well, though often a man would have to wait two or three days or a week to get his repairs. This year we are at war.

"If you go over your machinery carefully and order immediately all of the parts which you know you will need in order to put your machines in good working order, you will have the repairs by the time you need them, and will not be inconvenienced by inability of your implement dealer to get repairs for you at the last minute.

"Orders for repair parts and new machines should be placed as soon as possible. This will acquaint manufacturers and their agents with the demand in different sections and enable them to make the best possible distribution. At the same time it will eliminate expensive delays in transportation at the busy season.

"You no doubt have read about the steel situation. You know that, in the face of a limited supply, there is an enormous demand for steel to make munitions of war. You realize that the implement industry must handle its steel supply with the greatest intelligence and care.

"The country considers your needs of greatest importance. It recognizes the fact that, in no small measure, the success or failure of this war rests with the farmer. It recognizes the vital importance of implements to you. It wants you to have the most improved farm implements—all of them that you reasonably need for the production of more food.

"But the country requires steel and iron, and the authorities cannot afford to risk any haphazard method in deciding how much steel will be needed for farm machinery. Too small a portion might be supplied the farm machine industry, or too much might be allocated. Either result would be costly.

"The prompt effective way to help out the situation is to decide now what implements you will need next year. See your dealer and place your order as soon as possible. The transportation facilities of our country are loaded to the limit. Manufacturers of farm machinery at the present time are unable to get sufficient number of cars to make deliveries of machines that have been ordered with any degree of promptness. You can help out by early orders for your machine requirements."

Electric lights can be hung out of doors with perfect safety and used regardless of the weather. Rain and wind does not put out an electric light. There is no smoke to soil curtains and draperies. There are no matches for children to play with or rats to gnaw. Safety and convenience are supreme.

Electric lights in the barn with suitable switches so that lights can be turned on or off as desired and where wanted will eliminate the carrying of a lantern into the hay mow, into the cow barn or any other place where there is danger of fire. At the same time, better light for the work in hand is provided. The danger of personal accident is lessened and with better light the work will be done quicker and easier.

Thus several results will be accomplished by having electric lights installed in the barn or any place where work must be done after dark or before day. There is less danger of fire, there is a saving in time, and in effort to do the work, the danger of personal accident is lessened materially.

Lights can be placed in the yard and controlled from the house or barn so that the farmer can walk from one place to another after dark without inconvenience or danger. At the same time he will not be carrying a lantern.

This is only one application of electricity to farm living and farm work. It is usually the first step in electrification of any industry or home. Electricity is first thought of as providing light where wanted, and as much as wanted. It does all of those things safely, economically and reliably. There are countless arguments for the dealer to advance in connection with the sale of electric lighting plants for the farm home.

### Valuable Steel Allowed to Rust

An official of the War Board recently stated that about 50,000 tons of light rails, spikes, angle iron, engine parts and car axles have been lying for several months on the docks and in freight cars at Vancouver. This valuable material, for which industries in Canada are calling in vain, was consigned to Russia and has for months awaited transshipment. Russia seems so busy with internal strife that she has forgotten all about such minor details as millions of dollars worth of steel and iron.

Engines that sell are usually good, but engines that stay sold are better.

## FOX AUTOMATIC PICKLER

Same construction and heavy high-grade material as in the past. Built to last a lifetime.

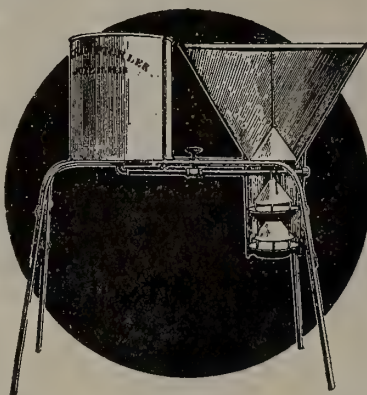
CONSTRUCTION: 26 gauge galvanized iron with steel frame.

CAPACITY: 125 Bushels per hour.

EFFICIENCY: Thoroughly sprinkles and turns the grain over four times.

This pickler is not in the experimental stage, but has been on the market four years. Built for service and satisfaction. Agents wanted at all points in the three Provinces. Place your orders now and be protected against a rise in prices next spring.

Exactly the same Pickler as has been sold in the past by W. J. Bell, Regina



MANUFACTURED AND SOLD ONLY BY  
CANADIAN SPECIALTY CO. :: Moose Jaw, Sask.

### Make the Winter Months Profitable

## MAX TANK HEATERS

A line that sells readily. MAX Tank Heaters are made of the best quality, heavy sheet steel, with welded joints, making a solid one-piece body. Exceptionally large submerged radiation surface. Almost anything that will burn makes good fuel for the MAX heater. Suitable for wood, steel or concrete tanks of any size.

Heavy Cast Top—Self-Dumping Grate—Smoke pipe has spark arrester—Cleanest to handle—Heats water very quickly—Draught easily regulated—Built to last a lifetime.

A SAMPLE ON YOUR FLOOR WILL HELP YOUR SALES  
WRITE TO-DAY FOR PRICES AND FULL PARTICULARS



## Winnipeg Ceiling and Roofing Co., Limited

Makers of Max Stock Troughs, Waggon Tanks, Oil Barrels, etc.

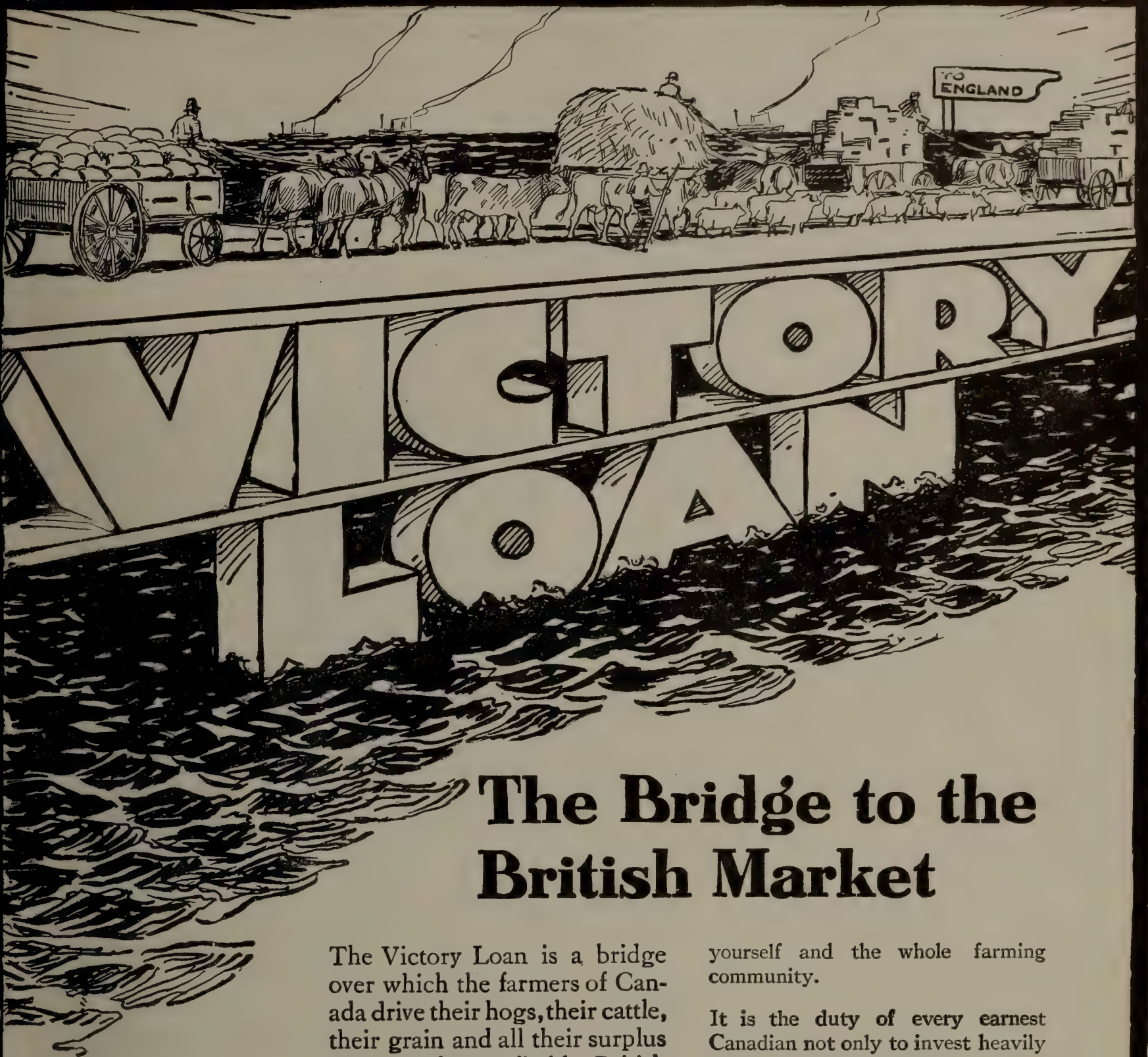
P.O. Box 3006 F.I. 318

Winnipeg, Man.

### Electricity in the Farm Home and Buildings

The day of the oil lamp in the farm home is passing. Every lamp requires its cleaning and filling, the chimney washed and the wick cleaned. Care must be taken of fire in the home and barns for the lamp and lantern are great fire raisers, with their constant demand for the use of matches. With an electric lighting plant when the house and barns are wired and the wiring connected to the switchboard the turn of a switch or the pressing of a button floods the place with light. One room or a dozen can be illuminated at once, one lamp or many lighted.





## The Bridge to the British Market

The Victory Loan is a bridge over which the farmers of Canada drive their hogs, their cattle, their grain and all their surplus crops to the profitable British market.

For, the money raised by the Victory Loan enables Canada to give credit to Great Britain. And only by means of that credit can Great Britain buy the products of Canada's farms.

Therefore, when you come forward at your country's call and loyally lend your money that Canada may continue her vigorous prosecution of the war, you are also benefitting

yourself and the whole farming community.

It is the duty of every earnest Canadian not only to invest heavily in Victory Bonds 1918, but to work among his neighbors to make the loan a success.

Before the subscription lists close, every man should realize the sterling character of the investment; the good interest return of  $5\frac{1}{2}\%$ ; the undoubted security offered in the Bonds of this wealthy nation; and the vital importance to all classes of people, particularly to the farmers, of the Victory Loan 1918.

# Buy Victory Bonds



# Superior Construction Sells "LITTLE GIANT" TRACTORS



3 to 4-PLOW  
CAPACITY

16-22 H.P.

No Cast Iron. All Steel Design.

Note the wonderful rigidity of frame in the "LITTLE GIANT". Remember that this tractor is mounted on THREE-POINT SPRING SUSPENSION.



## Dealers: Read These Specifications, then write us for All the Facts

POWER—Belt, 22; drawbar, 16. Conservative under-rating.

PULL IN POUNDS—Low, 5000 lbs. Intermediate,  $2\frac{1}{4}$  m.p.h., 3200 lbs.; 3 m.p.h., 2500. High, 1750 lbs. Reverse, 5000 lbs. These are very conservative figures.

SPEEDS—Low,  $1\frac{1}{2}$  m.p.h. Intermediate, either  $2\frac{1}{4}$  or 3 m.p.h. High, 6 m.p.h.

MOTOR—Four cyl. vertical, L-head, cast in pairs,  $4\frac{1}{2} \times 5$  inch.

POWER UNIT—Complete. Consisting of belt pulley, magneto, governor, gear housing, motor, flywheel, clutch housing, transmission gear housing, differential gear housing, and full floating rear drive axles. ALL DIRT AND DUST-PROOF.

BEARINGS—29 sets anti-friction Hyatt, roller and ball bearings. Plain bearings where used are of high grade, brass-backed babbitt. 95 per cent Tin. More anti-friction bearings than in any other tractor.

FUEL—Kerosene. SUPERHEATED STEAM used for fuel mixture instead of cold water, giving maximum power on minimum fuel consumption under all weather conditions. Saves 10 per cent to 25 per cent in operating costs over any other tractor. Also uses gasoline and distillate.

CARBURETOR—Kingston, gravity feed from fuel tank.

IGNITION—K-W high tension magneto, with impulse starter.

OILING SYSTEM—Motor, combination force feed and splash. Transmission grease for other parts.

COOLING SYSTEM—Centrifugal pump and cellular type radiator; 11,700 sq. inches cooling surface.

DRAWBAR—Equipped with LARGE COIL SPRING SHOCK ABSORBER, preventing damage to tractor or implement from jerks.

FRAME—High grade channel steel, hot riveted. THREE-POINT SPRING SUSPENSION. Gears and shafts, high tensile alloy steel.

WHEELS—Drive,  $54 \times 14$ ; front,  $30 \times 5$ . Extension rims if required.

WEIGHT—5200 lbs.

## Handle the Tractor of Proven Value

Pulls any load to which 8 to 10 good horses would be hitched. Drives a 26-inch separator fully equipped. The "Little Giant" delivers 76 per cent of its motor power to the drawbar—other tractors deliver only 40 to 50 per cent.

STANDARDIZED PARTS. All "Little Giant" parts are machine finished, correct to 1-1000th of an inch or less. A dozen complete machines can be torn apart and the parts mixed. Upon re-assembly into 12 new tractors every part will fit perfectly in position. This is perfect standardization. EVERY "LITTLE GIANT" REPAIR FITS PERFECTLY.

Interested? Write for Money-Making Contract

MANUFACTURED BY

"LITTLE GIANT" COMPANY, MANKATO, MINN., U.S.A.

(For 42 Years Makers of "Little Giant" Power Hammers)

Western Canadian Distributors:

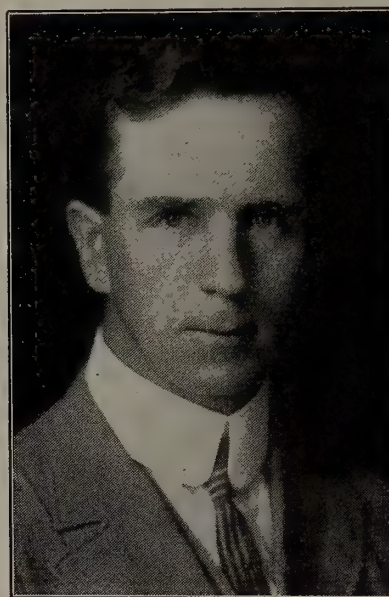
**N. J. DINNEN & CO., LTD.**  
WINNIPEG, MAN.

## "THE COW PUNCHER"

It begins in the foothills—in the quiet bluffs out on the ranch country, in this last great west of ours, and it ends by a shattered wall, in a night slashed by the flare of the Very lights, in Courcelette, on the Somme, where so many of Canada's lads answered the last roll call.

"The Cow Puncher" is the title of the latest book from the pen of Robert J. C. Stead, of Calgary, which is published in Canada by the Musson Book Company, of Toronto.

A plain, straight-forward tale in some ways, in these days when writers strive so much after dramatic situation and crafty climax, but a tale that grips the Western Canadian reader who knows the West as it was—and is—who has, in his or her life, met in the flesh just such characters as Mr. Stead breathes life into by the witchery of his pen. Just



ROBERT J. C. STEAD.  
Author of "The Cow Puncher"

the life story of a lad, David Elden, who was born in the ranch country—who knew little except how to ride and shoot straight. As the lad said:—"I haven't ever been to school, or learned lots of things I should 'a' learned, but I ain't a fool, neither . . . I know it's like all the prairies an' all the oceans were between us, but I know, too, that people cross prairies an' oceans, an' I'm wantin' to cross."

And the story tells how Dave did cross—to that last night of all, on the Somme.

Leaving the ranch he worked his way up. Shovelling coal, working in a warehouse, reporting on a newspaper; then the volcanic boom of the big town, and Dave heads into real estate, and with the startling rapidity of boom days in the west—many of us have seen them—finds himself a millionaire, and a leading man in the city.

Far-fetched? Not if you know the West. Just as probable as that the end of such a life of persistent effort should be among the Somme mud, at Courcelette. The man who knows our Western life, will find enjoyment, interest and absorption in Mr. Stead's latest novel, which is his third prose contribution to Canadian literature. We enjoyed the "Bail Jumper," and welcomed his second novel, "The Homesteaders," but in his latest book Mr. Stead has touched a perfection in literary effort which is not found in either of his two previous novels.

In "The Cow Puncher" Mr. Stead has shown that we in Canada are at last making our own literature, to speak in a commercial sense. Too long we have depended upon authors in other countries for stories which are meant to depict western Canada—but only in Mr. Stead's books do we find the real prairie country, its men and women, and the sides of life that we of the west feel are intimate reflections of our own experience. The

humor of "The Cow Puncher" its fine philosophy are truly Canadian; it is a valuable contribution to Canada's literature.

When we read a book of Robert Stead's, there comes back to us that caption of Kipling's which runs—"Stories of Mine Own People." Mr. Stead's latest book carries in it the spirit of the west; it depicts faithfully the booming of a town and many of us, perchance sadly, look back on the "boom" business with chastened spirits. But the descriptions of men and women, types and characters, are what we have seen and know. The reader will feel an intimacy as he reads . . . it is purely western.

Canadian literature already owes much to Robert J. C. Stead, and it is safe to say that, as his artistry in word painting and narrative increases in future works, he, and he only, will be the novelist of the Canadian West, aye of more than the west, for literature, like the prairies of which he loves to write, has far-flung boundaries. Every man who enjoys a good, gripping story should read "The Cow Puncher." Its vivid word vignettes of the country, its telling of how a man made good, and its thrilling culmination in war time, when the spirit of sacrifice swept Canada; in its pages Mr. Stead has given us a story which should live in the literature of the Dominion.—A.A.T.

## Implements Harnessed the Wilderness

The influence of the plow on production is remarkable. It is said that man and the plow have been developed side by side. And it is a question whether the plow has not had more to do with man's development than any other agent with which he has been associated. The story of agriculture is intimately associated with the development of farm implements. And the manner in which improved implements have increased production, afforded more time for education and recreation, will never fully be known, nor can it be duly appreciated.

In the settling of the West we instinctively turned to the railroads as the greater pioneers, the blazers of a new trail. In the great task of harnessing the wilderness to the use of men there is an opportunity for some gifted writer to delineate in terms of romance the distinguished part the manufacturers of agricultural implements have had in this great process. Without modern implements, modern agriculture is impossible.

## A Heavy Yield Barley

A new barley that will produce, according to its records for the past three years, from  $79\frac{1}{2}$  to 109 bushels to the acre, is the product of the Experimental Station at Lethbridge, Alta. The first seed was brought to the province by Don. R. Bark, chief of the irrigation investigation division of the C.P.R. In 1916 this barley yielded 109 bushels to the acre, in 1917, when there was a lighter yield generally and conditions were different, it yielded  $79\frac{1}{2}$  bushels.



### Over Four Thousand I.H.C. Men in Service

The Harvester Company, Chicago, was the host at a war film party held recently. The guests were employes, chiefly those engaged in war munitions work, and their families. In all 2,500 of these back-of-the-line fighters and their folks read "America's Answer" as presented on the screen.

The company had taken Orchestra Hall for the evening and, through the courtesy of Captain W. A. Moffett, had secured as an extra attraction 50 pieces from the Great Lakes Naval Training Station band.

It was briefly explained at the outset by Secretary and Treasurer George A. Ranney that the purpose of the party was to let the Harvester people learn from the government's second official war film how vital their work was to the winning of the war—not only their work in making munitions, but in fashioning the farming implements that so essentially help to feed our soldiers and the soldiers and peoples of our Allies. There was a roar of applause

when he stated that that there are now 4,030 I. H. C. men in military service. Later on, General Attorney Philip S. Post told in greater detail what the Harvester Company is doing and wants its men to help it to do toward winning the war.

### Lauson Making Distributing Connections

News from the plant of the John Lauson Mfg. Co., New Holstein, Wis., manufacturers of the Lauson kerosene tractors, indicates that the company are at present forming very large distributing connections for their product all over the United States. In El Paso, Texas; Pittsburg, Pa.; Columbia, S.C.; Atlanta, Ga.; Des Moines, Ia.; St. Louis, Mo.; De-

catur, Ill.; Charleton, W. Va.; and many other points Lauson distributors have been appointed. At every point a complete stock of Lauson tractors and repairs will be carried. The large demand for the Lauson, in both U.S. and Canadian territory testifies to the popularity of this "full jewelled" kerosene tractor.

### Massey-Harris Co. Employing Women in Machine Shops

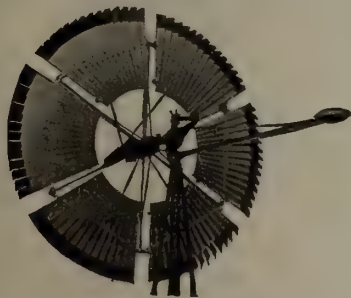
The Massey-Harris Company, Toronto, have, for the first time, lately employed young women, about 100 in number, to perform work for which men would have been hired had they been available. The women are engaged in drilling plates, bending metal sheets, sharpening mower blades

and collecting goods for shipment. They are not employed in the blacksmith shops, where the heat is extreme and the physical strain severe; but it is expected that they can be employed in piling lumber in the yards, as this open-air work should not prove too arduous.

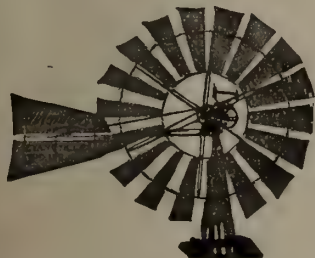
One of the officials of the company is reported by the Labor Gazette as saying that the employment of women for work formerly done by men "must still be regarded as an experiment—though apparently a successful one. The girls are physically fit for the work and seem to have taken to it well." It is stated that in all cases the women are being paid the same wages as would be paid to men doing similar work.

## ATTENTION! YOU KNOW IT'S A FACT

Wind is the cheapest power available for pumping. The MANITOBA Line of Steel and Wooden Wheel Mills gives a complete assortment. New Prices just out. Get the Agency.



10-ft. Vaneless Direct Stroke Wooden Wheel Mill, with 5½-ft. Girted Galvanized Steel Towers.

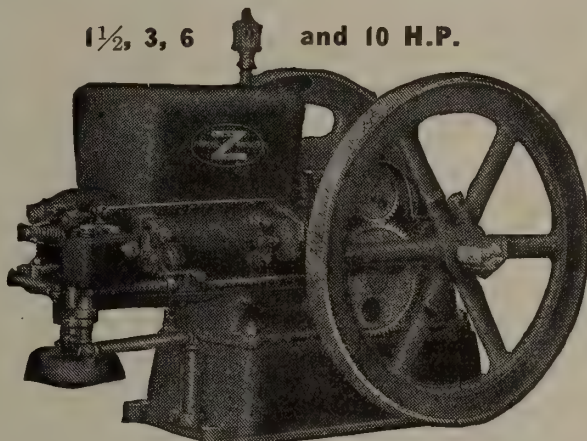


5-ft., 8-ft. and 10-ft. Steel Back Geared Mills with Galvanized Steel 5½-ft. Girted Towers.

**Manitoba Engines Ltd.**

Phone 2943 BRANDON, MAN.

1½, 3, 6 and 10 H.P.



## WHERE EFFICIENCY COUNTS THE FARMER DEMANDS Fairbanks-Morse Type "Z" Farm Engines

An Engine with every Factor that Builds Business—Mechanical Excellence—Range of Power—Price and Good Profits

There is a Type "Z" Engine to suit the needs of every customer. The dealer who handles the Type "Z" will make big profits in the months ahead. The 3 h.p. and larger sizes use kerosene and other cheap fuels as well as gasoline. Not a gasoline engine with kerosene attachment, but a specially designed oil engine. Give maximum power at all loads, and start easily in the coldest weather. Type "Z" Engines are of enduring construction and extreme simplicity. Built-in

magneto; throttling governor; pump fuel feed. Low fuel consumption. Will operate the farmer's water system, feed grinder, saw, fanning mill, cream separator, washer, lighting plant, pump, etc. Rig up a line shaft in your store. Use a Type "Z" and hook on every machine suited to its power. Show customers what it will do. You will not only sell lots of engines but will increase the sale of the other machines. Get our liberal sales proposition at once.

## FOR SATISFACTORY WINTER SALES Fairbanks-Morse Type "F" Low-Down Plate Grinders

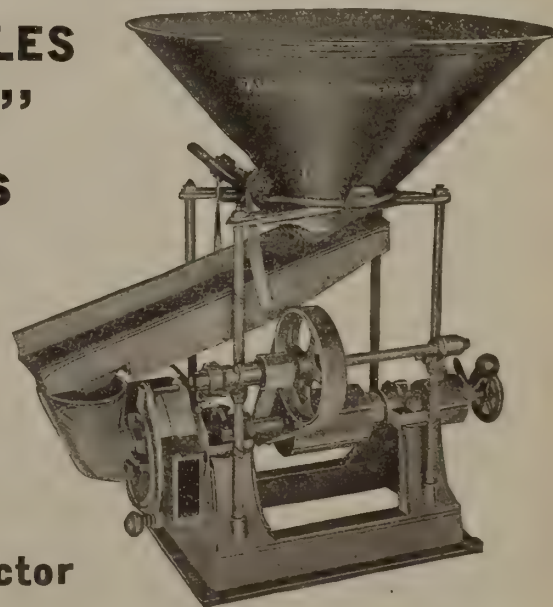
IN FOUR SIZES: 6, 7, 8 and 10 Inches  
CAPACITIES from 10 to 50 bus. per hour

Here's a seasonable line to sell with our engines. The Type "F" Grinders have more selling points than any other grinder on the market. Strongly built, rigid design. Have no equals for capacity, excellence of work and low power requirements. Enclosed, flat reversible plates are interchangeable, self-aligning and accurately ground. Ball thrust bearing decreases friction and prevents heating. Direct drive means light draft. Extra set of plates with every machine. Baggers can be furnished for all sizes. Get full particulars of this big selling line.

DISTRIBUTORS FOR

The Famous WALLIS 15-25 H.P. Tractor

**THE CANADIAN FAIRBANKS-MORSE CO., LIMITED**  
SASKATOON WINNIPEG CALGARY



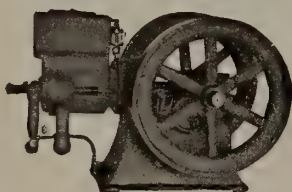


## —LISTER— GOODS GET YOU THE BUSINESS

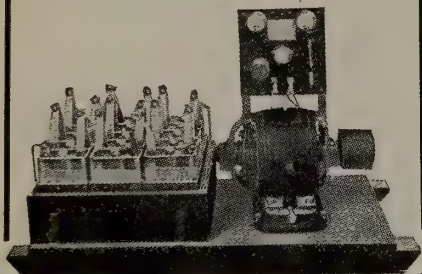
### —OUR LINE INCLUDES—

"Lister" and "Canuck" Gasoline and Kerosene Engines, Electric Lighting Plants—Grain Grinders and Crushers, Combination Threshers, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Pump Jacks, Pumps, Power Pumping Outfits, etc.

### "Canuck" Gasoline-Kerosene Engines For Big Sales



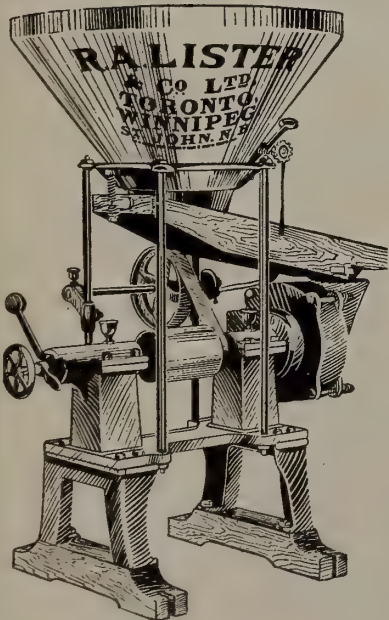
Made in Sizes: 1 3/4, 3, 4, 6 and 10 H.P. Reliable and economical farm power for your customers. Simple, easily operated; light in weight, finely balanced. Very low fuel consumption. Compact design. Jump spark ignition—enclosed crank case and high grade carburetor. Five year guarantee. All "Canuck" engines are shipped on skids. Ask for catalog.



### Lister Storage Battery Electric Lighting Plants

Very simple design; battery, generator and switchboard assembled on one base. No complicated mechanism. Any one can run them. Made in three sizes. Your customer can use his own engine. Ask for full particulars and agency offer.

### LISTER GRINDERS



Very large capacity; easy running. Fine adjustment. Strong reversible plates. Guaranteed to grind more feed on the same power than any grinder of the same size made. Sold with or without base.

REPRESENT THE LISTER LINE

**R. A. LISTER & CO.,  
(CANADA) LIMITED  
WINNIPEG**

Toronto Montreal

### Uniformity of Legislation a Necessity

By G. E. White

As every farm machinery dealer is aware in the three prairie provinces conditions are, to all intents and purposes, the same. Nearly all acts that deal efficiently with conditions in either Manitoba, Saskatchewan or Alberta, would be appropriate for all three provinces.

In a recent issue of "Industrial Canada," G. E. White, chairman of the Brandon section of the Canadian Manufacturers' Association, deals very ably with this subject. He points out that instead of there being three separate boiler laws for the three provinces mentioned, one law could be adopted embodying the best fea-

hand, necessitates special orders—form "A" for new goods and form "C" for second-hand goods. A travelling salesman, if his territory lies in both provinces—and it is often impossible to get away from the arranging of traveller's districts without overlapping—must be versed in the Farm Implements Acts of both provinces, and must carry two order forms for Saskatchewan and one for Alberta. Even should his territory not overlap, it is the policy of many firms, in the case of a poor season in his district, to transfer a traveller to a ground where better crops prevail, which quite likely would be in another province. And it is often the case that a traveller who is a good mechanical expert—and this sort of a man is of great advantage to his custom-

given will illustrate the point which this article is written to bring out.

If the effect of simplifying the "Act Respecting Lien Notes and Conditional Sales of Goods" into one form applicable throughout the three prairie provinces would be to enable those interested to familiarize themselves with its provisions and remember them so that they could effectually continue their work without reading the Acts over and over, there would be an immense saving of time and money.

The likelihood of conflicting provisions in the more complicated legislation would of course be much greater, and where half a dozen Acts come into play in any business, it is almost impossible for any firm to keep informed

Item	MANITOBA	SASKATCHEWAN	ALBERTA
Method of attaching liens.	Vendor's name on goods at time of sale.	Vendor's name on goods if vendors have an office in Saskatchewan where full information regarding account can be had. If no office in Saskatchewan registration of order form or lien notes.	Registration of lien note or order form, whether with or without an office. Otherwise the same as Saskatchewan.
Time of registration.	Prohibited	To protect goods against third parties within 30 days of delivery of goods, if delivered within a registration district other than the one in which documents were registered, or buyer resides, must be registered within 30 days in that district. If goods removed to another district after first delivery, registration must be made within 60 days.	Same as Saskatchewan.
Renewals.	No provision.	Filed within 30 days "Next preceding the expiration of 2 years from the date of registration" showing the amount still owing with principal and interest. Afterwards renewed each year in the same manner.	Same as Saskatchewan.
Penalty.	Every manufacturer, must, on application, show full information regarding balance due. Fined on conviction of neglect or refusal to do so.	Fined for false statement.	
Release of lien.	Receipt from seller automatically releases lien.	Verified receipt can be registered.	Same as Saskatchewan.
Foreclosure.	At option of vendor, subject to purchaser's right against vendor as trustee. If seizure resisted must replevy.	Vendor upon taking possession, must retain goods for 20 days. Redeemable upon payment of amount due. Must be done through Sheriff.	Same as Saskatchewan.

Some Variations in Acts Respecting Sale of Goods in the Western Provinces

tures in the three existing laws. Similarly, instead of there being three Farm Machinery Acts for this territory, in which the condition of sales, guarantee on goods and the lien law are different, one Act embodying the best points of all three Acts would be of immense value to the farm machinery trade in all its branches. In his article, Mr. White says:

The economical and industrial progress of the West shows that there have been no such serious complications as to interfere with the welfare of the country, but a study of the different legal measures, such as the "Farm Implements Act," the "Boilers Act," and many others, tends to prove that there are conflicting provisions which, if rectified, would simplify and straighten away many difficulties that are constantly arising at the present time.

To illustrate these conflicting conditions—the Farm Implements Act of Alberta allows vendors to sell under their own order form. The Farm Implements Act of Saskatchewan, on the other

ers in helping them out at a difficult time—is not much of a student, and it is impossible for him to grasp the full meaning of the laws in the different provinces, occasioning some misunderstandings and misrepresentations (all done without intention) that often result in after-complications, sometimes of a serious nature, between the customer and the vendor.

Taking as an example one of the simpler Acts, that of "The Ordinance Respecting Hire Receipts and Conditional Sales of Goods," in Alberta; "An Act Respecting Lien Notes and Conditional Sales of Goods," in Saskatchewan; and "The Act Respecting Lien Notes," in Manitoba, the chart shown is set out to illustrate their differences.

There would be a great many more divergencies in the farm machinery and other Acts (if Manitoba puts the prospective farm machinery legislation through this session, it will make three different Acts), but the simple comparison in the table

sufficiently well to be able to act without the necessary loss of time in studying the respective Acts for themselves, or communicating with their solicitor, each time one of them is involved.

To sum up, if a great many Acts conflict, and it is the contention of many corporations and associations that they do—evidence of which is set forth by the steps that have been taken to make them uniform—and if conditions would be bettered by the uniformity of all Acts that conflict, to the detriment of progress, now is the time to devise some programme whereby this may be brought about.

The Retail Merchants' Associations, the Credit Men's Association, and many other western bodies and corporations are in sympathy with a movement of this kind. Should the Provincial Grain Growers' Association and the Canadian Manufacturers' Association take hold of the matter in conjunction with them, there is a likelihood that uniformity of the laws would follow quickly.

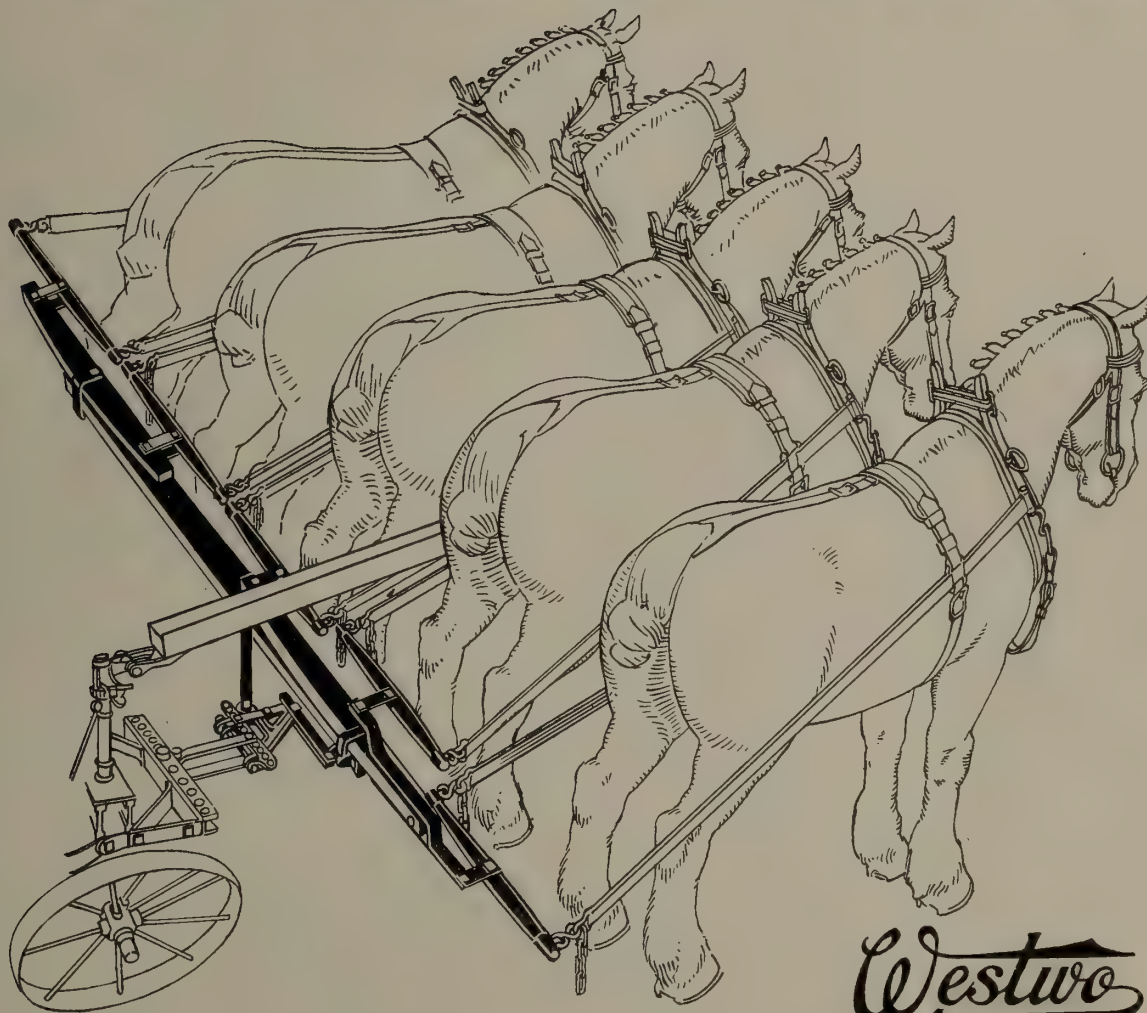


# Every Horse Pulls His Share

When Working in Front of A

## *Westwo* REGD

# Five-Horse Hitch



Easily attached to right or left hand plows. Works five horses abreast, one in furrow and four on the land. Evener works freely and equally on all horses. Has no side draft and gives each horse plenty of room. Can be used on any plow having a cross clevis hitch or on a disc plow with a flat draft bar.

**EVENERS AND HITCHES** are made from choice selected wood by careful competent workmen using the most modern machinery. For this reason they work better and last longer than others where quality is not a first consideration. *Westwo* products carry a money-back guarantee for satisfaction—insist on getting the *Westwo* brand. If your dealer cannot supply you—write direct.

You will be receiving inquiries for these *Westwo* lines. If your jobber is unable to supply you—write us direct for illustrated folders and prices.

# WEST-WOODS LIMITED      Winnipeg



## The Reduction in Raw Material Supply to U.S. Implement Industry

Inasmuch as a large proportion of the product of the farm machinery and equipment factories in the United States is sold in Canada, the recent order of the U.S. War Industries Board reducing the allotment of iron and steel to the farm equipment manufacturers across the line, is of consider-

able interest to the Canadian implement trade.

The official notice by the War Industries Board in the United States asks that implement dealers in that country so order and distribute farm operating equipment and repairs for farm machinery that the reduction in raw

materials to the machinery producers will not jeopardize crop production.

A scrutiny of the announcement by the War Industries Board in the United States makes it evident that the dealers' part in the programme is to conduct their business, especially with regard to ordering and distribution of both machines and repairs, that the reduction in supply of material will not seriously affect the operations of the farmers.

### The Official Notice

The leading portions of the announcement to the entire industry in the United States is as follows:

Yours is clearly not only an essential but an indirect war industry, and will be dealt with as such. The nation must produce a maximum of foods and feeds,

but through rigid economies and increased efficiency of the farmers, the dealers and the manufacturers, this production must be accomplished with a reduced consumption of materials and labor required to meet the war programme. Speaking generally, the use of modern farm implements conserves labor, but it must be constantly borne in mind that the time element is more controlling now in connection with any conservation programme than ever before. The results must be practically immediate in order to contribute to the industrial drive needed to sustain the military drive on the battlefields of Europe. The use of a machine, in the manufacture of which large quantities of material and labor are consumed, may be economically sound, and in normal times its manufacture and use should be stimulated, but if its production at this crisis requires more labor than will be saved in one season's use; it should—generally speaking—be substituted by other machines or implements in order to accomplish the immediate conservation of labor and materials.

### Restriction Periods

Reference herein will be made to periods of 12 months each; that from October 1, 1917, to September 30, 1918, will be designated "first period," while that from October 1, 1918, to September 30, 1919, will be designated "second period." A careful survey of your industry in connection with the urgent war requirements has led to the decision that in the public interest your iron and steel receipts for the second period should be 75 per cent of your receipts during the first period, when it approximated 2,000,000 tons of iron and steel. The effect of a release during the "second period" of 25 per cent of your "first period" receipts will be immediately felt on the war programme.

The necessity of reducing the allotments of iron and steel to your industry places upon you and the Farm Implements Committee the responsibility of so applying the curtailment that your more essential products shall be produced in sufficient quantities to meet all legitimate demands for them, and that your less essential products shall be produced in greatly diminished quantities, or not at all.

The plans for curtailment must, among other things, take account of the varying situation of those manufacturers who have been in production for considerable periods as contrasted with those whose production period has been relatively so short that they are still virtually in the experimental.

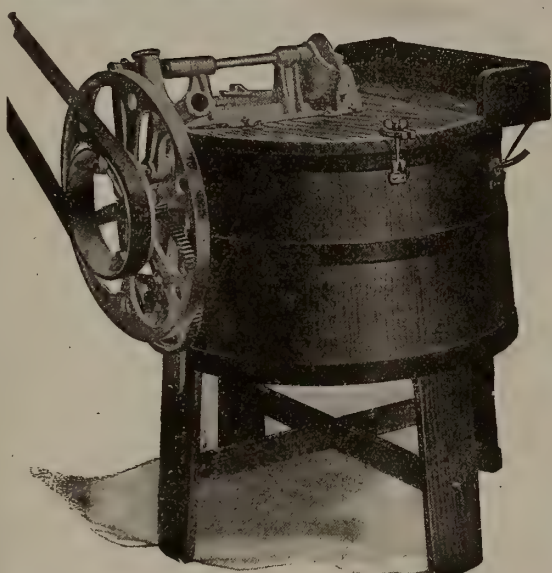


## Mr. DEALER Cater Can Sell You

Wood or Iron Pumps cheaper  
than any one in the West.

GET HIS PRICES BEFORE YOU ORDER

Brandon Pump & Windmill Works  
BRANDON MAN.



## "BEAVER" WASHERS LIGHTEN LABOR FOR THE LADIES

In selling your customers machinery to save effort around the farm, don't forget that in your town and territory there are hundreds of lady prospects for "Beaver" hand and power washers. The most perfectly designed machines sold. Noiseless in operation; fine machine cut gears; very easily driven. The four-winged wooden slusher gives maximum motion to clothes, cleanses perfectly and does not damage the finest fabrics. Tub is made of choice seasoned Louisiana red cypress, beautifully finished. Get a sample on your floor. Every "Beaver" sold nets you a good profit.

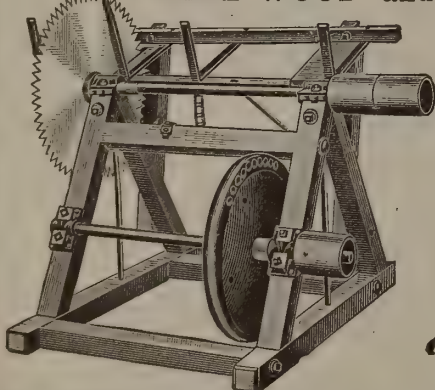
The Line that has no "Slack Season"

SEND FOR  
OUR LATEST  
CATALOGUE

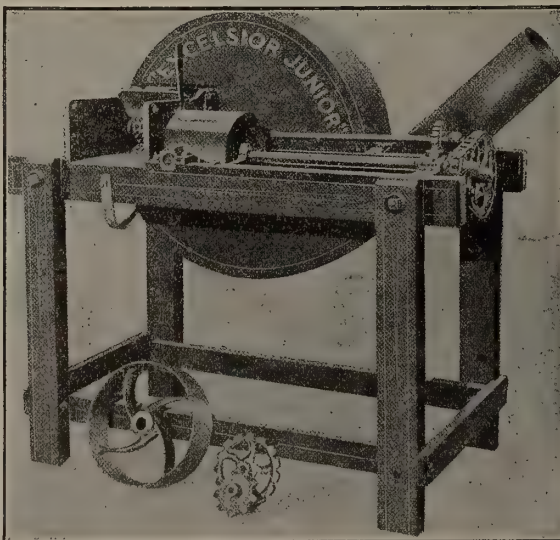
## "EXCELSIOR JUNIOR" BLOWER FEED CUTTERS Meet the Demand

We sell seven styles of Feed Cutters, for hand, horse or engine power. You can help your customers conserve feed by handling this line. Every farmer with over 5 head of stock wants an Excelsior Junior. Blower connection fits common 6-inch stove pipe. Only 4 to 6 H.P. required, by engine, windmill or sweep horse-power. Carries feed to any part of the barn or elevates it any height up to 20-feet. Cuts and elevates  $\frac{1}{2}$  to  $\frac{3}{4}$  ton of feed per hour. Cuts three lengths,  $\frac{1}{2}$  to  $1\frac{1}{2}$ -inch; 9-inch throat. Two concave, specially tempered tool steel knives. One lever starts, stops and reverses. Get our prices.

## SELL WATSON'S HARDWOOD FRAME WOOD and POLE SAWS



Have solid steel shafts and high grade babbitted bearings. Heavy, solid balanced flywheel. Three 5 x 6 pulleys. Rigidly braced hardwood frame. Complete saw mandrels supplied separately if desired.



### SEASONABLE WATSON LINES

Farm and Bush Sleighs; Roller Crushers; Feed Cutters; Feed Grinders; Root Pulpers; Wood and Pole Saws; Horse Powers; Pump Jacks; "Viking" Cream Separators.

*John Watson Mfg. Co.*

311 CHAMBERS STREET, WINNIPEG, MAN.

WE CARRY REPAIRS  
and SHARES FOR  
ALL MOLINE and  
JANESVILLE  
IMPLEMENTS



stage. To apply to both of such groups an arbitrary percentage tonnage allotment plan would be inequitable.

#### The Tractor Industry

The farm tractor situation presents one of the more striking illustrations of the necessity for flexibility in the plan, although it is probable that producers of other products may also require similar treatment.

For your guidance you are advised that the Priorities Division has decided—

(a) That the tractor makers who have produced less than 10 tractors during the first period are in the primary experimental stage, and that they are not to produce over 10 tractors during the second period.

(b) That the tractor makers who have produced and had in field operation 10 or more, and less than 50 tractors during the first period are in the secondary development stage, and that they are not to produce over 50 tractors during the second period.

(c) That makers of products other than farm tractors whose development stages shall be comparable to those of the tractor makers described in the preceding paragraphs are to produce according to the same rules.

(d) That the tractor makers who have produced and sold 50 or more tractors during the first period and all other manufacturers of farm-operating equipment who are past their primary and secondary development stages will receive during the second period not exceeding 75 per cent of their receipts of iron and steel during the first period.

#### The Manufacturer's Pledge

In connection with the order each U.S. manufacturer is enjoined to execute a pledge as follows, said pledge to be in duplicate, one copy going to the Farm Implements Committee in the U.S., and one to the Priorities Division of the U.S. War Industries Board:

"The undersigned hereby pledges itself for and during the period from October 1, 1918, to October 1, 1919, (1) to use only in the manufacture of farm-operating equipment and parts therefor the materials suitable therefor which are now in its possession or which may hereafter come into its possession (other than materials acquired or reserved for making other products covered by priority certificates or automatic ratings of higher class); (2) to reduce its tonnage receipts of iron and steel for the manufacture of such products to a basis of not exceeding 75 per cent of its receipts of such materials for such products from the first day of October, 1917, to the first day

of October, 1918; (3) to comply with the regulations of the Conservation Division of the War Industries Board as to economies and substitutions; (4) to produce only the more essential farm-operating equipment and parts therefor and to distribute its products only for essential uses and through such distributors only as will co-operate with the undersigned in carrying out the letter and spirit of this pledge."

Each manufacturer will also furnish to the Farm Implements Committee data as to prior years' receipts of iron and steel, stocks on hand, and such other informa-

tion as may be required by committee or this division from time to time.

#### One Fifty Dollar Victory Bond Will:

Pay Canada's war bill for 4 1-3 seconds; or a soldier for 40 days; buy 1,400 rifle cartridges; or 100 hand grenades; or 50 37 mm. shell; or 37 first aid packets and cases; or mess kits for a platoon; or knives, forks, and spoons for a company. It will feed a soldier for 3½ months; or provide life preservers for 10 men; or vaccine to inoculate 1,000 men against

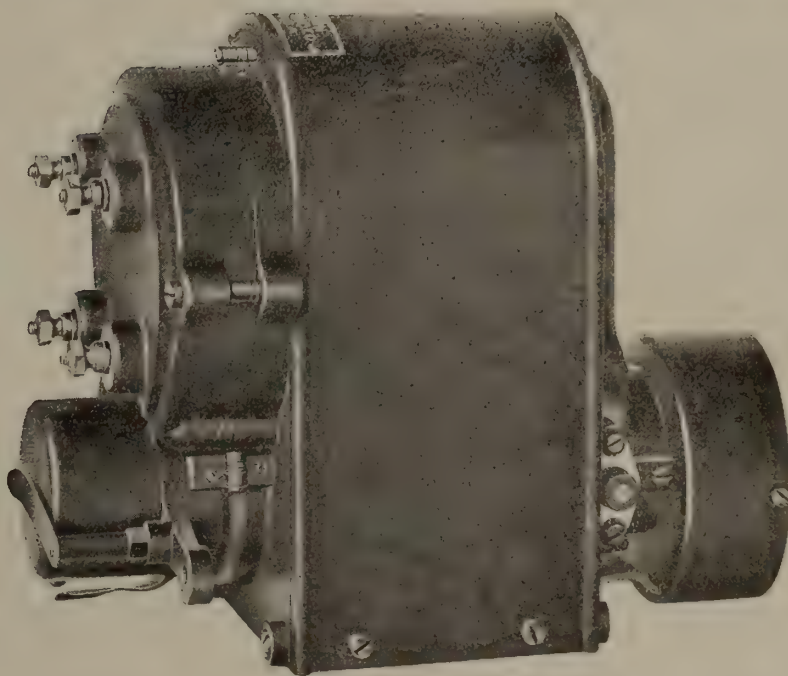
smallpox; or vaccine to inoculate 666 men against typhoid or bandage 160 wounds.

#### Big Buyers of Bonds

The Canadian Fairbanks-Morse Company, through its Montreal headquarters, has announced that it will take \$1,000,000 in Victory Bonds. Last year the company subscribed for \$500,000 worth of Victory Bonds.

The Dunlop Tire & Rubber Goods Co. of Toronto have also subscribed for \$1,000,000 worth of the 1918 Victory Loan.

# KINGSTON MAGNETOS



**T**HE new KINGSTON MAGNETO was one of the notable accessories at the Salina Demonstration. For years KINGSTON Magnetos have led the field. The newest example of the line is in every way the best that has yet been produced. It is water and dust proof, ruggedly built, designed expressly for the rigors of tractor service. It carries the famous Impulse Starter. The most serviceable and efficient tractors are KINGSTON equipped.

**KOKOMO ELECTRIC CO.**  
KOKOMO, INDIANA, U.S.A.



### A Platoon of Binders

Binder business is always an important feature in the operations of the implement dealer, especially in these days when the sales in this line are not so much on the long term payment system that once obtained. Despite poor crop conditions in some parts of Alberta this fall, many areas did an excellent trade in harvesting lines.

On this page we show, through the courtesy of the Harvester World, a nice line-up of binders. This photograph embodies no less than 42 McCormick binders, all set up and ready for delivery to the farmers. In the background is the store of the dealers who sold them, Messrs. Jones & Burrows, of Hanna, Alta. This aggressive firm, it is reported, sold no less than 56 McCormick

binders for use in the 1918 harvest which is very satisfactory business, indeed.

### Case Tractor Schools

To help farmers use power machinery more efficiently, the J. I. Case T. M. Co., of Racine, Wis., announces its seventh annual service schools to be conducted in all parts of the United States and Canada. This course is a com-

will take up the following very important subjects: .

The Motor—Its principle; operation and adjustments; general motor troubles; loss of power; how to grind and re-set valves; fitting pistons and rings; adjusting bearings; timing of valves and ignition with motor; lubrication of motors.

Ignition System—The different types and their principle; how to detect and remedy ignition

tem explained; its proper use and care.

Tractor Chassis—Trucks and frame; transmission and gears; adjustment, overhauling and general care of tractor.

Tractor Operation—Starting motor and handling tractor; general operative subjects.

Tractor Work—Use of tractors for various operations; traction work-belt work; proper use of tractor.



I.H.C. binders all set up and ready to be delivered by Jones & Burrows, Hanna, Alberta.

## PETERS PUMPS

**Gives More Water  
in Less Time with  
Less Energy**

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

### PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

**Dealers:  
Get Peters'  
Pump  
Proposition  
for 1919**

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

**A POST CARD WILL BRING  
OUR LATEST CATALOG.**

Manufactured by

*Peter's Pump Company, Keokuk, Ill.*

Exclusive Canadian Agents:

**Tudhope Anderson Co., Ltd.**

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for  
Particulars.

plete, practical and thorough course in farm tractors and power machinery in general, and is extended to all farmers and operators absolutely free.

The course lasts one week in a place, and the work is divided into three branches: 1—Lecture and Introduction; 2—Repair and Shop Work; 3—Tractor Operation and Work on Tractors. The course

trouble; adjustment and care of ignition system.

Fuels and Carburetion—Fuels, their comparison and use; carburetor trouble; adjustment of carburetor; kerosene and its use.

Lubrication and Lubricants—Oils and greases and their proper uses; oiling systems, adjustment and care.

Cooling System—Cooling sys-

Implements—Hitching of plows and farm implements; draft of various implements; care and operation of farm implements.

### Speeding Up Facilities for War Work

A number of the U.S. tool manufacturers are devoting a considerable portion of their facilities to the manufacture of tools needed by the United States Government to help win the war. Prominent among them is the Smith & Hemenway Co., Inc., whose plant at Irvington, N.J., is very largely given over to the making of tools for Uncle Sam. The "Red Devil" tools have proven so satisfactory to the Government that Smith & Hemenway Co. Inc., have been obliged to put up a new building which is now being completed. New machinery of the latest design is being installed, and the result will be an increased output.

Every Bond is a bullet.

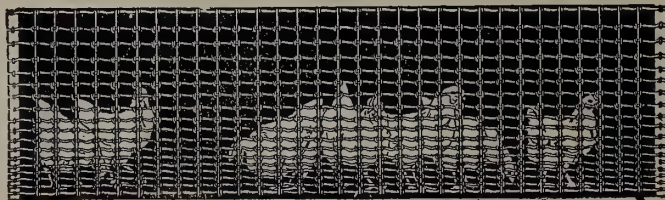
## PLOW SHARES



**DEALERS:**

*Write for  
Prices and Terms*

**LARGE STOCK PROMPT SHIPMENTS  
THE JOHN F. MCGEE CO. Winnipeg, Man.**



### Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

#### SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.  
**The Banwell-Hoxie Wire Fence Co., Ltd.**  
Winnipeg Man. Hamilton, Ont.



## PUMPS AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work. We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

**The Riesberry Pump Co.**  
(Established 1892)

WRITE FOR DEALERS' PRICES

**North-West Pump Co.**

T. N. WILLIAMSON W. J. MERRELL  
Phone 607

19-6th Street Brandon, Man.



# The Victory Loan and Farm Prices

Prices of Canada's farm products are fixed, in a large measure, by the demand in Great Britain.

The price of all is governed by the price of the part exported. Canada has a big surplus of food to export.

It is of prime importance to Canada that the market for that surplus be maintained.

To the farmer, it is of vital importance.

To-day Canada can export only as much of her produce as she can finance. Why is this? Because Britain and her allies must buy where they can get credit. Canada then, must pay the farmers for their produce and turn that produce over to the Allies on credit. Or lose her export market. If Canada cannot pay the bills, the surplus farm produce will stay in Canada—unsold.

Last year's crop was financed by the Victory Loan 1917. Canada borrowed from her people enough money to give Britain the credit she needed. The result was that every Canadian farmer had a market at good prices for his entire crop.

This year's crop must be financed in the same way—by the Victory Loan 1918.

Victory Bonds are, as every shrewd investor knows, an investment of the highest class. The interest rate is good and the payments regular. The security is undoubted and the bonds may be readily turned into cash in case of need.

But—to the farmer Victory Bonds have an even greater importance, for in addition to being an investment they will maintain a market at good prices for the crop he now has to sell.

It is, therefore, to the interest of every farmer to buy Victory Bonds, to influence his neighbours to buy and to spare no effort to make the Victory Loan 1918 an overwhelming success.

## Be ready to buy Victory Bonds

Issued by Canada's Victory Loan Committee  
in Co-operation with the Minister of Finance  
of the Dominion of Canada.



### Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

**E. G. S., Sask.**—Enquirer has a feed grinder manufactured by a concern known as the Marvin-Smith Company. New burrs are required. Does any subscriber know the location of the manufacturers of this grinder? It is marked "No. 1, Standard." A grinder called the "Standard" is made by the U.S. Wind Engine and Pump Co., at Batavia, Ill.

**R. & Co., Sask.**—Repairs for a 6-H.P. Starite stationary engine can be procured from the Empire Cream Separator Co., 146 Craig St., W., Montreal. The steel axle, ball bearing wagon bearing the name Schuttler, is manufactured by the Peter Schuttler Co., Chicago, Ill., from whom repairs may be obtained.

**A. D., Sask.**—Paris plows are no longer being manufactured. The patterns and repairs were bought out by the Tudhope Company, at Orillia, Ont. Repairs for the Paris gang are handled by the Saskatoon branch of the Tudhope-Anderson Company. The duplicate plow share concerns make shares that will fit this make of plow.

**G. W. M., Sask.**—The Clover Leaf manure spreader is manufactured by the International Harvester Company. Repairs can be had from either the Winnipeg or Regina branch houses of the company.

**M. O., Man.**—The Bell feed cutter is, we believe, manufactured by B. Bell &

Sons, St. George, Ont. Repairs are not carried in the west. Write the factory direct for parts.

**A. E. S., Man.**—"Columbian" plows are made by the Oliver Chilled Plow Works, South Bend, Ind. Repairs can be had through the nearest branch of the International Harvester Company.

**S. J. B., Alta.**—Red Jacket pumps are made by the Red Jacket Mfg. Co., Davenport, Ia. They are handled by the Canadian Fairbanks-Morse Co., from whom repairs may be had.

**L. & S., Alta.**—Gear D411 is for the feed shaft of a grain drill made by the Dowagiac Mfg. Co., Dowagiac, Mich. Write the manufacturers direct for repairs.

**S. A. J., Sask.**—Thimble for disc axle, No. 673, is for a disc cultivator made by the Janesville Machine Co., Janesville, Wis. The John Watson Mfg. Co., Winnipeg, carry repairs for the Janesville line.

**D. B., Man.**—The Tallman hay press is made by the Ann Arbor Machine Co., Ann Arbor, Mich. Write the factory direct for parts.

**S. H. Co., Man.**—H346 is a box spool and H349 drawbar top box for a disc harrow made by the Rock Island Plow Co., Rock Island, Ill. No repairs are handled in the west. Write factory.

**E. H. C., Sask.**—Shank B241 and stirrup N69 are parts for a cultivator formerly made by the Kingman Plow Co. The only repair source for Kingman parts is the M. & K. Brokerage Co., Kansas City, Mo.

**H. W., Sask.**—Chanticleer feed grinders are manufactured by the Jacob Haish Co., DeKalb, Ill. Write them direct for new plates.

#### Business in Canada after the War

That business competition in Canada after the war will be keener than it is at present is the contention of McConnell & Ferguson, advertising agents, of London, Ont. This concern, which closely analyses business conditions all over the Dominion, bases its contention on the following facts:

"With the falling off in war orders, Canadian manufacturers who have enlarged their plants since the war will turn their attention and energies to cultivating the home market to the fullest extent in order to keep up their outputs.

"Foreign manufacturers who enjoyed a big business in Canada before the war will make a strong effort to regain their lost trade.

"British, French, Italian and Spanish manufacturers and exporters who formerly did not pay any attention to the Canadian market will strive to gain Canadian trade, because they now know a lot more about Canada than they did before the war—thanks to the gallant deeds of our Canadian soldiers which brought Canada into the limelight in Europe and all over the world.

"American competition also will be keener. America is wide awake to the rich natural resources of this country and the certainty of its great future. American business men are studying Canada more thoroughly than they have ever done before.

"It would seem that the wise Canadian manufacturer is he who does everything possible to insure the continuance of trade after the war.

#### Advertising Ensures Demand

"A manufacturer insures his buildings, machinery, stock, and his life. Is it not even more important that he should insure the life of his business?

"The way to do so is by getting the good will of consumers. An article well-known to consumers is less likely to be affected by after-the-war competition than one little known. A well advertised article has a standing with consumers—a prestige—that the unadvertised article lacks.

"Advertising makes business more certain. Dealers are not afraid to buy advertised products, because they know that the advertising has created the market and that consumers will not hesitate to purchase such products.

"Even though manufacturers may be oversold to-day, those who are foresighted can see the wisdom of publicity. The real value of advertising is not its immediate action on sales. Its value is in building up the prestige and good will that insure a continuance of trade in the future.

"Those who are using the power and force of advertising to insure the future of their business can look with greater confidence to the period after the war than those who are trusting solely to the dealers to sell their goods."

#### Drawback on Duty on Tractor Materials

Following the Order-in-Council of Feb. 8, 1918, which allows free entry into Canada of tractors costing not more than \$1,400, an Order-in-Council has been passed authorizing remission of duty on imported materials for tractor construction. The regulations in this connection state:

1. When imported materials, on which Customs duties have been paid, are used between the 30th day of November, 1917, and the 8th day of February, 1919, in the manufacture of gas or gasoline traction engines for farm purposes and repairs therefore, there may be paid a drawback of ninety-nine per centum of the duties paid on the materials so used.

2. The said drawback may be paid to the manufacturer of the gas or gasoline traction engines and repairs therefore, costing not more than \$1,400.00, subject to the following conditions, viz.:—

- The quantity of materials used and amount of duties paid thereon shall be ascertained;
- Satisfactory evidence shall be furnished in respect to the manufacture in Canada of the gas or gasoline traction engines and repairs therefore.

3. The claim for drawback shall be verified under oath before a Collector of Customs to the satisfaction of the Minister of Customs within one year after manufacture of the tractor

The CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED, Winnipeg, are Distributors for the Famous J. I. CASE Tractor Plows

Circulation  
Covers a  
Territory of  
1,138,000  
Square Miles

## CANADIAN FARM IMPLEMENTS

Serves Tractor  
Truck  
Implement  
and Farm  
Equipment  
Industries

### Western Canada's Only Implement Trade Journal

**L**OCATED in the largest farming territory on the North American Continent—and the most valuable potential selling area with an enormous demand for farm machinery and farm equipment. Serves tractor and farm implement dealers, distributors and manufacturers. Our pages deal with every side of the business—commercial, industrial and technical. Timely, reliable news on topics connected with manufacture and merchandising in the tractor and implement trade field. Information Bureau assists readers to secure prompt repair and supply service. Complete information gladly furnished all interested manufacturers and distributors.

#### ARE YOU A SUBSCRIBER?

CANADIAN FARM IMPLEMENTS,  
812, Confederation Life Bldg., Winnipeg, Man.

Enclosed find \$....., being (renewal) subscription for CANADIAN FARM IMPLEMENTS, for one year from above date, and until further orders.

Name or Firm.....

Annual Subscription

Canada, \$1.00

United States, \$1.25

Foreign, \$1.50

Address .....

Town..... Province.....

#### IF NOT, USE THIS BLANK

Date.....1918





## Your Customers Know This Plow Saves Fuel

**R**EMIND your customers that this E-B 102 Power Lift Plow is light draft, therefore does the work on less fuel. For the same drawbar pull E-B 102 turns more soil. The wheels of this plow are made to carry the weight of the plow when in a working position as well as for transportation. Notice the large 24-inch front furrow wheel with its oil-tight, dust-proof magazine wheel box which with the 26-inch land wheel carry the greater portion of the load close to the engine. And don't forget the E-B Quick Detachable Shares—one of the greatest selling and service features ever put on any plow. Get the facts—Get the Plow.

**SELL IT.** You can, easily—and to your profit. Write for plan and advertising and selling helps, today.

**Emerson-Brantingham Implement Company, Inc.**  
Good Farm Machinery Regina, Sask. Established 1852

**Tudhope-Anderson & Co., Winnipeg, Manitoba**

**YOUR PROBLEM—To increase crops with decreased help.**

**YOUR REMEDY—E-B Tractors and labor-saving farm machinery.**

# E-B

## No. 102 Tractor Plow



## Sell Binders That Stand The Test



**BAD YEAR**, when the grain is down, lodged and tangled, is the real binder test.

The McCormick, which does good work under these conditions, has stood that test for many years. It is a most satisfactory binder to sell. Some of the features that farmers appreciate are these:—

The McCormick reel has a wide range of adjustment. It can be moved forward and down to pick up grain that is lying almost flat on the ground.

The platform can be tilted to cut stubble as short as three-quarters of an inch without running the guards into the ground.

The elevator floats one and one-half inches, giving ample capacity for the heaviest grain, yet handling light grain perfectly without adjustment.

The McCormick binder will handle grain two inches longer than most binders and will tie grain of almost any length around the center of the bundle.



These are only a few of the many features that have been developed by the builders of McCormick binders in over three-quarters of a century of practical experience. The same high standards of quality and usefulness apply to the rest of the McCormick line, the reapers, mowers, rakes, side delivery rakes and tedders, hay loaders, sweep rakes and stackers. The McCormick line of harvesting and haying machines will carry your customers successfully through season after season, good and bad, adding every year to your profits and prestige. The nearest branch house listed below will cheerfully answer any questions about contracts.

## International Harvester Company of Canada, Limited

### BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.

EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.

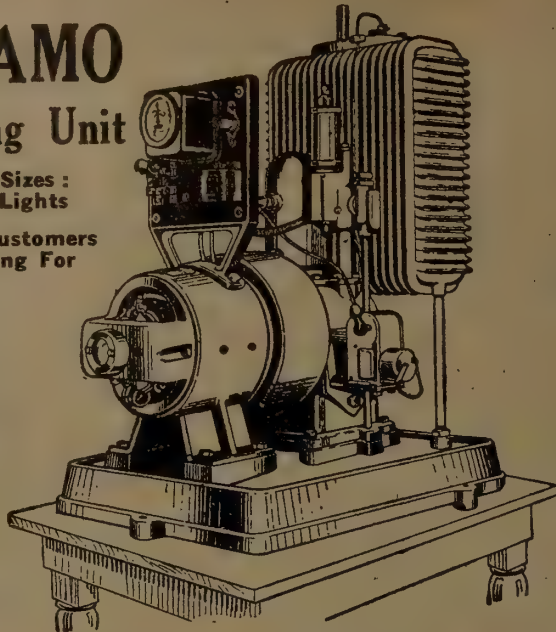


## THE ALAMO Farm Lighting Unit

Made In Three Sizes :  
75, 100 and 125 Lights

The Plant Your Customers  
Have Been Waiting For

The ALAMO UNIT Lighting System furnishes light or power any time, day or night, at the pressing of a button. The easiest installed plant on the market. Battery is shipped in separate case, all connected up. You simply connect battery to unit. Adaptable to farms, stores, halls, schools, etc. A profitable line to handle in any territory.



Alamo Electric Unit running under load  
without special foundation.

## UNEQUALLED FOR FARM HOME USE

Operated by the Ide Super-Silent Motor, a rotary sleeve engine. Has no poppet valves, cams, rods, springs, gears, belts or chain connection. High tension magneto ignition. Furnishes constant, smooth, even power. Perfect balance; free from vibration. Engine stops automatically when oil or water gets low or when battery is fully charged. Electric throttling ensures correct charging speed. Switchboard has few parts. A boy can operate the Alamo plant. Gives power for all lighting purposes, and runs all common machines—cream separator, washer, churn, etc. Write us to-day.

GET FULL PARTICULARS AND AGENCY OFFER

**ROBINSON-ALAMO, LIMITED**  
140 PRINCESS STREET WINNIPEG, MANITOBA

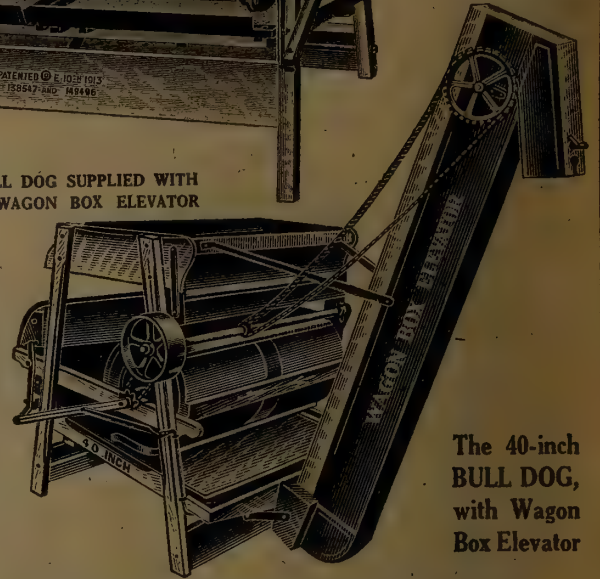


## BULL DOG MILLS

The Line  
That Leads—  
Everywhere

THE NEW 48-INCH BULL DOG SUPPLIED WITH  
4-FOOT BAGGER OR WAGON BOX ELEVATOR

Here we show the 40 and 48-inch Bull Dog Fanning Mills. We manufacture the Bull Dog in five sizes: 24, 32, 40, 48 and 64-inch sieve widths. Capacities: 25 to 150 bushels per hour. Hundreds ready for immediate shipment. Dealers: Send us your Orders—NOW.



The 40-inch  
BULL DOG,  
with Wagon  
Box Elevator

Clean, graded Seed and a clean product are National necessities.  
Bull Dog Mills are the best grain Separators on the Continent.

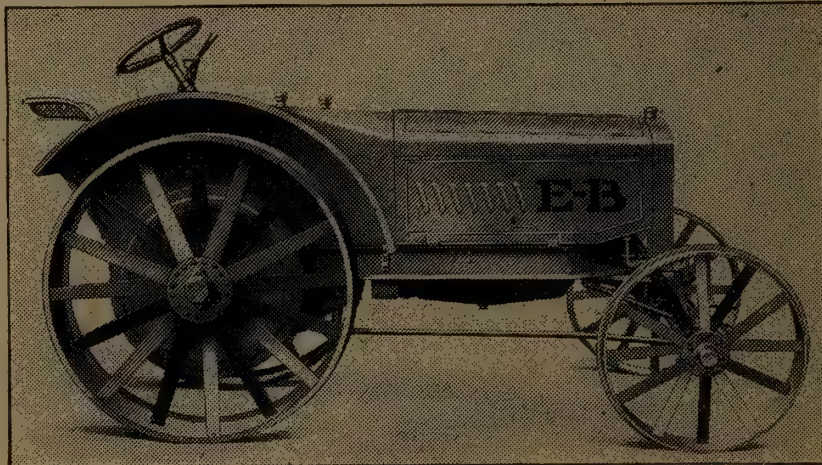
## TWIN CITY SEPARATOR CO., LIMITED

Off Logan Ave. on Quelch Street Winnipeg, Man.  
Address all Correspondence from Southern and Central Alberta to  
R. W. DOW, Box 1406, Calgary, Alberta

## The E-B 12-20 H.P. MODEL AA Kerosene Tractor

A tractor lighter and no larger than the average 8-16, but with power equal to a 15-25. Easily handled and controlled. Does the work of 12 good horses. The 12-20 is S.A.E. rating—only 80 per cent of the actual power it develops. Pulls a full 12-20 load and has reserve power for any emergency. Get the Model AA folder.

WRITE FOR PARTICULARS



The E-B 12-20 will  
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Most Power for their  
Money.

Four cyl. motor,  $4\frac{3}{4} \times 5$ , develops 12-20 S.A.E. rating. Lubrication, pump and splash. Ignition: K.W. high tension. Bennett carburetor. Modine radiator. E-B transmission. Hyatt roller and Bantam ball thrust bearings. Two speeds. Wheelbase, 87 ins. Length 133 ins. Total weight fully equipped, 4,575 lbs.

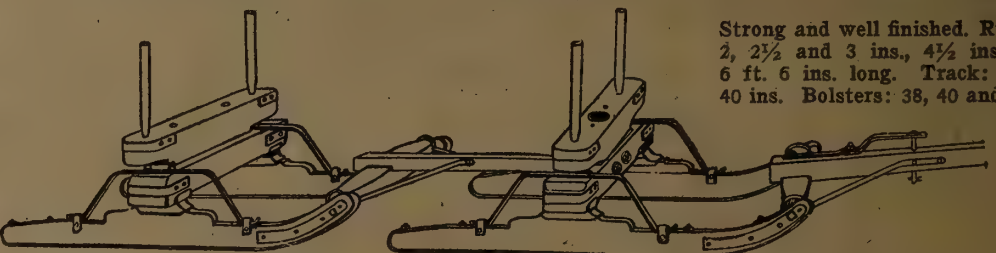
HANDLE-THE MODEL AA

## “EMPIRE” No. 2 Sleighs—Cast or Steel Shoes

Strong and well finished. Runners: 2,  $2\frac{1}{2}$  and 3 ins.,  $4\frac{1}{2}$  ins. deep; 6 ft. 6 ins. long. Track: 36 and 40 ins. Bolsters: 38, 40 and 42 ins.



Sizes: 24, 32  
and 40 inches



## “WINNER” SEPARATORS Have Remarkable Capacity

Guaranteed to have double the capacity of any other separator and to do 75 per cent better work on all kinds of grain and seed. Capacities, from 30 to 80 bus. per hour. The mill that your customers want. Get a “Winner” on your floor.

## TUDHOPE-ANDERSON CO., LIMITED

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# CANADIAN FARM IMPLEMENTS

VOL. XIV., No. 12

WINNIPEG, CANADA, DECEMBER, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10 Cents

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To Good Farmers living in the vicinity of its rural Branches, the Union Bank is prepared to make loans on reasonable terms for the purpose of purchasing cattle for feeding or breeding purposes.

Consult the Local Manager for particulars.

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THE PIONEER BANK of WESTERN CANADA

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JOHN WATSON MFG. CO. AYR, ONTARIO, CANADA

Enables the farmer to ride while harrowing. So light that it adds little to the load. Driver always faces the team. Strong and durable. Seat set high, out of dust. 36-inch wheels, with 3-inch concave steel tires—cannot collect dirt. Removable boxings. Swivel axle design allows cart to turn with harrow. Order your supply now.

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Whiffletrees	Wood and Pole Saws	Farm and Bush Sleights
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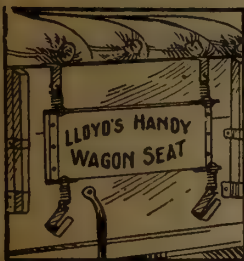
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LIMITED

CHAMBERS AND HENRY STREETS, WINNIPEG

## LLOYDS LOW-DOWN SPIRAL SPRING WAGON SEATS

A PROFIT-BUILDING LINE FOR 1919



The Wagon Loaded

Dealers: We thank you for the ever increasing demand for Lloyds Wagon Seats during the past year. In 1919 we will be in a better position than ever to supply your requirements. Lloyds seat sells the year around. Fit any wagon or sleigh box made. Stock this profitable specialty. For 1919 order your wagons less seats and supply the Lloyds. Get our prices—NOW.



Going Home

MANUFACTURED AND GUARANTEED BY THE  
WAWANESA WAGON SEAT COMPANY  
WAWANESA, MANITOBA.

## You Will Find Uniformity in MILLER Accessories



Miller Tires Give Uniform Mileage!

MILLER TIRE COMPANY, LIMITED  
155 PRINCESS STREET WINNIPEG, MAN.

Gums and Cements  
Blow-out Boots  
Sure-Tite  
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Wizard Rubber Fixall  
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# A Big, Strong Future For Your Business

---

That's what every thinking Dealer is figuring on now.

These are strenuous, changeful times, and the wise Dealer appreciates that it is no time for experiments or guess work. He must KNOW that the implement line he is pushing and endorsing will "stand up" under all kinds of demand and service conditions. It must have the confidence of the farmers NOW and not be laboriously working up to it---with the Dealer's help.

That's why we say stop, look and listen to the Cockshutt Dealer Proposition NOW. Here's a big, strong, aggressive all-Canadian organization ---with a complete line---backed by many years of successful advertising and service to Canadian farmers---that is prepared to make the live Dealer a permanent member of the Cockshutt organization.

Let our proven success be yours. We've got the goods, the service, the "know how." That's the way to ensure a strong future for your business.

**LET US SEND YOU OUR NEW DEALER  
PROPOSITION TO-DAY**

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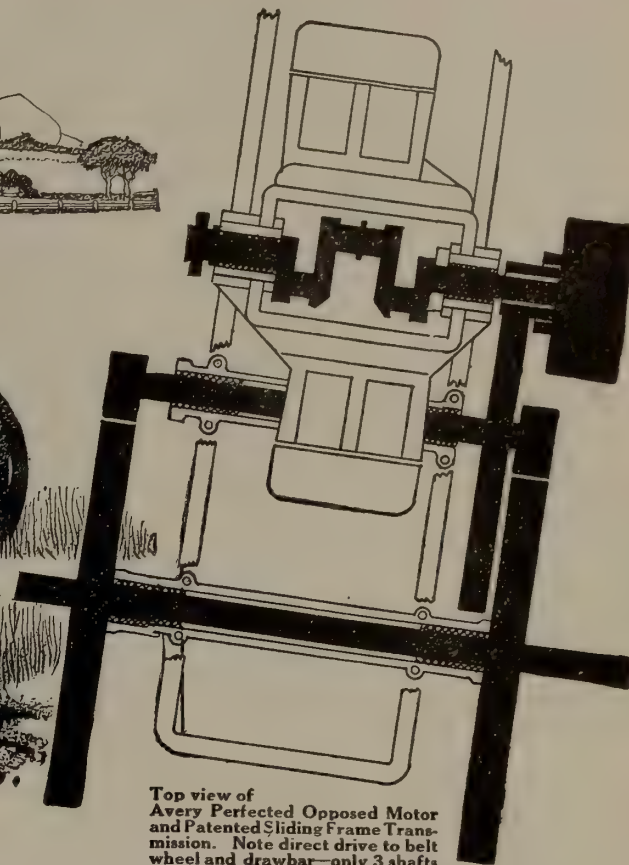
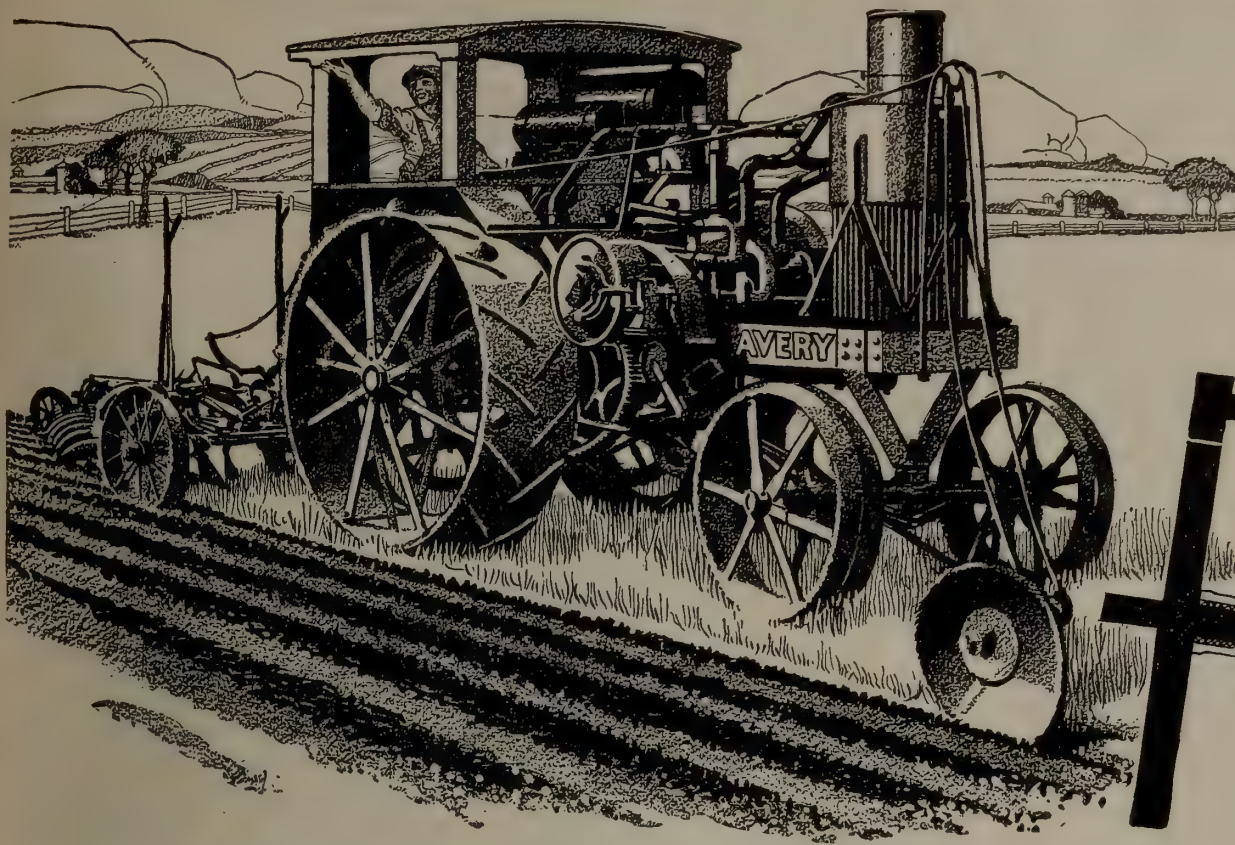
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Top view of Avery Perfected Opposed Motor and Patented Sliding Frame Transmission. Note direct drive to belt wheel and drawbar—only 3 shafts—only 8 gears—all straight spur gears.

## AVERYS—The Tractors With The Perfected Opposed Motor and Patented Sliding Frame Transmission

**T**HE perfected opposed motor used in Avery Tractors has advantages for tractor work which no other tractor motor has.

An opposed motor distributes the weight correctly between the wheels—makes possible a narrow tractor—has a short crankshaft with only two bearings—is stronger in construction and runs at a low speed.

The Avery perfected opposed motor has all these advantages—and then many more, for we have spent years in perfecting it. First we built it with the heaviest crankshaft in any motor, a round radiator with thermo-siphon cooling system, and valves in the head. Then we invented the wonderful Avery renewable inner cylinder walls, adjustable crankshaft boxes and gasifiers for burning kerosene and distillate.

**No other motor used in any tractor has even half of these features.** In an Avery Tractor the power of this motor is delivered to the belt wheel and drawbar by the simplest system built—Avery Patented Sliding Frame Transmission.

This sliding frame transmission is the only transmission that makes possible a direct drive in either high, low, reverse or in the belt. It has only one clutch—only three shafts—only eight gears—all straight spur gears, all steel and semi-steel, all open and located outside the frame and easily accessible.

The belt pulley on an Avery Tractor is mounted directly on the end of the crankshaft, and no crankshaft bearing on the frame or bevel gears are used in transmitting belt power.

Without a question the Avery patented sliding frame transmission is the simplest and most efficient belt and drawbar transmission system built.

You will find this same type of motor and transmission in all five sizes of Avery Tractors, from 8-16 h. p. to 40-80 h. p.

### Find Out If The Avery Agency Is Still Open In Your Territory

The Avery line gives you the sale of a complete line of power farming machines, including also a special 5-10 h. p. Avery Tractor, the Avery Motor Cultivator and Avery "Grain-Saver" Threshers and Tractor Plows. They are successfully used by farmers in 48 States and 61 Foreign Countries.

**AVERY COMPANY,** Iowa Street, PEORIA, ILL.  
**CANADIAN AVERY CO., Limited,** Winnipeg  
 Branches: Regina, Calgary, Saskatoon. Sub-Branches at Lethbridge and Camrose

### Let Us Teach You How To Run a Tractor—Free

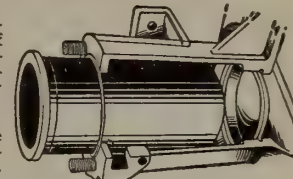
Avery Tractor Service Schools will be conducted at all our Branch Houses, Distributors' and at many of our Dealers'. If you cannot attend, you can get the same instruction free in our Correspondence Course. It covers these subjects:

1. The Principles of a Tractor Motor
2. Carburetor Adjusting
3. Magneto Care and Repair
4. Adjustment and Lubrication of Bearings
5. Valve Grinding
6. Belt and Drawbar Transmission Systems
7. Operation of a Tractor

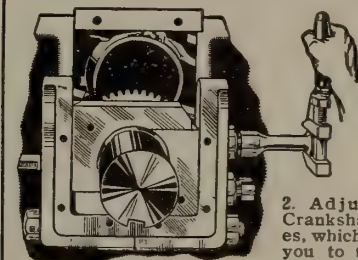
Write us for dates of Avery Tractor Service Schools or for Free Tractor Correspondence Course.

### Special Avery Exclusive and Protected Features

Take particular note of these exclusive and protected Avery features.



1. Renewable Inner Cylinder Walls enable us to use a harder material which wears longer and, if it ever does wear, the walls can be replaced and the motor made as efficient as in the beginning and with less expense.



2. Adjustable Crankshaft Boxes, which enable you to take up any wear in the main bearings instantly without tearing the motor down.

3. Duplex Gasifiers, which turn kerosene, distillate or other low-grade fuel into gas and burn it all.

4. Double Carburetor, by which you can start on gasoline and instantly switch to kerosene or distillate without having to make a single adjustment.

5. Crankshaft one-half or more in diameter than the cylinder and so strong it is almost unbreakable.

6. Thermo-Siphon Cooling System, which does away with the pump, fan, belts, gears and chains and saves the power required to drive them.

7. Round Radiator, which catches the wind from any direction.

8. Internal Gear Pump Oiling System that protects every working part of the motor.

9. Sliding Frame Transmission, which transmits the power to the belt wheel and the drawbar with the least loss, and is the simplest and most durable transmission system built.

10. Universal Self-cleaning, Non-slipping Lugs that fit all conditions of field or road work.



# AVERY

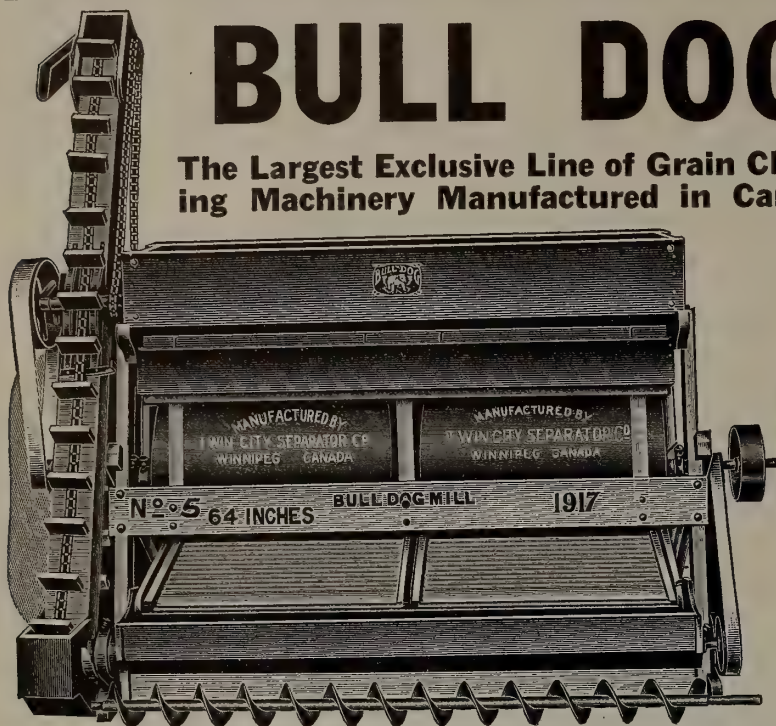
Motor Farming, Threshing  
and Road Building Machinery



# BULL DOG Fanning Mills

The Largest Exclusive Line of Grain Cleaning Machinery Manufactured in Canada

Here we show Eight of our Eleven Sizes of BULL DOG MILLS



Note double auger conveyor; one for screenings—one for seed grain. 64-inch Bull Dog with Screenings Sacker and Wagon Box Elevator

The 64-inch Bull Dog Mill is equipped with a double auger conveyor, heavy babbitted boxes and double eccentrics. Very strong construction. Better built than any mill ever put on the market.



## THE BULL DOG SMUT CLEANER

Extra long carrier for wagon box delivery. False perforated bottom in carrier; no liquid wasted. Galvanized, rust-proof tank.

## BULL DOG WILD OAT SEPARATORS AND BARLEY CLEANERS



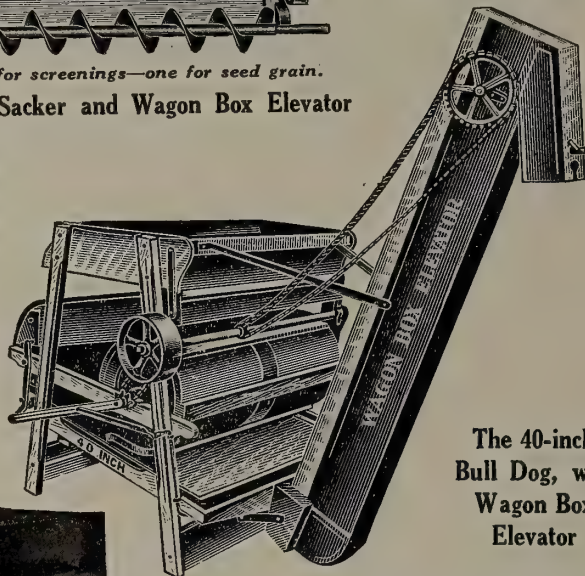
MODEL C:  
6-Roll Separator



OUR NEW MODEL D: 12-Roll Machine



CAPACITIES:  
25 to 150 Bus. per Hour

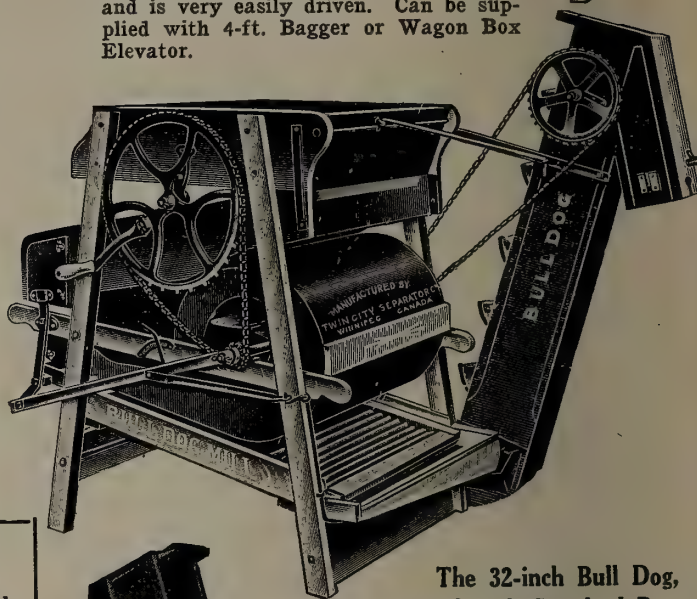


The 40-inch  
Bull Dog, with  
Wagon Box  
Elevator



## The New 48-inch Bull Dog

This machine is of heavy construction and is very easily driven. Can be supplied with 4-ft. Bagger or Wagon Box Elevator.



The 32-inch Bull Dog,  
shown equipped with Standard Bagger



MODEL A: 3-Roll Wild Oat Separator

## DEALERS:

Bull Dog Mills are handled only through the Retail Dealer. They lead everywhere in Quality, efficiency and popularity. Now is the time to get our liberal Agency Proposition for 1919.

Specially designed machines for taking wild oats out of tame oats, wheat and barley—and they DO IT. Every farmer wants one.

Manufactured By The  
**TWIN CITY SEPARATOR  
COMPANY, LIMITED**

WINNIPEG

MANITOBA



# CANADIAN FARM IMPLEMENTS

Vol. XIV., No. 12

WINNIPEG, CANADA, DECEMBER, 1918

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00  
Per Copy, 10c.

## Facing the Future in the Farm Machinery Business

After more than four years of a war unparalleled in the historical records of all time, from the standpoint of the numbers engaged and the loss of life, we again face the threshold of a new year. Editorially, we are glad to feel that this year our greeting to the trade is one that can ring true—that oldest wish of peace and good-will; at last a Christmas when we hear no more the sullen drums of war reverberate across the gray North Atlantic.

### Looking Backward

At this season, in the farm machinery trade, we instinctively look backward, and then peer into future possibilities in the industry. Despite a year in which many areas in the Canadian West were hard hit by drought, the farm machinery demand has been excellent. Good prices for their product has ensured a good machinery demand from farmers; if the experience of the past season has done anything, it has more than ever impressed upon agriculturists the fact that proper cultivation and moisture conservation are very essential needs in many areas of the Canadian West, while mixed farming and a greater investment in live stock is another necessary insurance against bad crop seasons.

A review of business conditions in the last month of 1918, after the most trying period which business has ever experienced in Western Canada, is a revelation as regards the wonderful resiliency of commercial conditions in this territory. Commercial reports show that despite four years of warfare, higher wholesale prices for every commodity, and a continual increase in the cost of labor, skilled and unskilled, the vast majority of Western Canadian merchants are finding it easier to take their cash discounts than ever before. Many retailers who, in 1914, were taking long credit terms, are now in a position to take cash discounts. While a deplorable epidemic has disjoined business in the West for two months, business generally is most satisfactory.

After war must come recon-

struction, but in the West, at least, the readjustment will be felt less than in any other portion of the Dominion. There cannot be the slightest cessation in agricultural production; food is wanted even more than at any period during the war; and with good prices for crops assured, the farmer should be in a position in the future to add to and replenish his machinery investment, in the vast majority of cases.

### The Raw Material Situation

At times the Editor of Canadian Farm Implements has been taken to task for dwelling overmuch on the iron and steel supply situation in the United States, as affecting the output of agricultural implements and tractors. In explanation, let it be said that the domestic production of iron and steel in Canada is at the present time less than one-half of the normal requirements. For three years previous to the war, Canada imported more than 50 per cent of her total steel consumption.

While an increase in production has followed war conditions, Canadian furnaces cannot produce more than one-half of our domestic requirements to date. During the next few years our iron and steel requirements will be abnormal, so that we must look at the supply situation on both sides of the line if we are to gauge probabilities in the production of farm machinery.

Whether implements be Canadian made or not, the fact that Canada must import a large percentage of her raw materials for implement production means that we must base our arguments to a considerable extent on the raw material markets of our neighbor to the south.

### Iron and Steel Prices

In the United States the government gave priority to the implement industry, realizing that increased production was essential to win the war. In that country approximately two million tons of iron and steel are used

annually by farm machinery manufacturers. At the end of September last, owing to war necessities, the U.S. Government reduced that supply by 25 per cent, or manufacturers were to receive only 75 per cent of their normal requirements. Since the armistice was signed, this percentage was increased to 87½ per cent, and reports indicate that very soon the limitation is likely to be entirely removed.

Iron and steel prices fluctuate, as do other commodities. The prices of these essentials in the future will depend upon the demand. During the American Civil war the price of pig iron rose from \$20.25 to \$46.12 per ton. One year after the war ended, the price was \$46.48. Three years after the Civil war, iron was approximately twice its pre-war value. Common iron bar, three years after the Civil war, was \$1.20 per hundred pounds higher than before the war. After the Franco-Prussian war, pig iron was \$15 per ton higher than in pre-war days, and iron bar \$1.30 higher per hundred pounds.

In 1861, wheat was \$1.38 per bushel, New York; in 1868, \$2.40. In 1870, it was \$1.13, Chicago; in 1872, \$1.12. The prices in these war periods show that during the period of reconstruction following previous wars there was no immediate decline in prices. As a matter of fact, history shows a gradual decline in prices over a period of years after warfare.

It may, therefore, be expected that in the iron and steel industry we will see no great decrease in prices except a slight, gradual reduction in the next few years.

### An Enormous Demand

Following the war there will be a waiting demand for so many kinds of goods that for a time price will be a secondary consideration. Development, improvement and construction have been held up; automobile construction had virtually ceased; implement production has been reduced, and all machinery wears out with use.

This may not strike us so much in a national sense, but what of the countries directly affected by

## Greetings

To each and every one of our many  
Friends in the Implement Business,  
whether near at hand or far away.  
To You and Yours we extend at this  
season Greetings and our Most  
Hearty Wishes for a

Joyous Christmas  
and a  
Prosperous New Year



Canadian  
Farm Implements





the war? Do we realize what the European demand for materials will be? In England, France, Belgium, Poland and Serbia more than a million dwellings must be rebuilt. In all the countries save England, this because the buildings have been destroyed. Steel, lumber, cement, hardware, on a vast scale, will be needed.

Reconstruction! Do we know what it means? Every bridge in the war zone in France must be rebuilt. Over 47,000,000 acres of cultivable soil in France are destroyed; over 1,250,000 farm implements and machines from French farms alone are gone or smashed. In France over 850,000 cows, as many horses, and half as many hogs, are gone. And that vast acreage of soil in Northern France will for years bear no crops in many areas.

Add to this the devastated areas of Poland, Russia, Serbia, and you have some conception of the millions of tons of materials that Europe will need.

#### Increased Production Required

Food? In the soil left to France the acreage sown to crops in 1917 was 25 per cent less than in 1913; the crop production last year 40 per cent below normal. Do we not owe it to France and Belgium and Serbia that we feed the tens of millions who will require food? How can we do it?

We must practise economy and grow more food. Wheat and meat will be needed, and with good prices production should be stimulated. The farmer is the fighter after the fighting is over. The larger acreage demands a larger sale of farm implements than usual, and the farmer will not be slow to demand the tools essential to increased production.

Present cultivated acreage must be worked by the tractor, and also new acreage must be put under crop by the same means. The tractor has proved its value. Hundreds of farmers are working 400 to 800 acres with tractors who, a few years ago, were operating on only 100 to 160 acres. Could they have done it with horses during a war that diminished man-power as has the Great War?

Agriculture is our basic industry; its products are the chief factor in living conditions and in the wage question. Its condition is therefore closely related to costs in all industries.

Upon the farmers of this country largely rests the responsibility for food production, but the implement dealer must provide the farmer with the mechanical means of growing more food with less labor. Of all classes of business men the implement dealer stands apart as the most essential servant of the greatest industry

in the world. Upon the dealer and upon the manufacturer of farm machinery, largely depends the reconstruction of a war-stricken world.

#### In the Trade

Taken widely, during the past four years, dealers have not experienced the difficulty in securing the necessary implements which they anticipated. The efforts on part of the factories, both Canadian and American, were wonderful. Prices have been kept down far more than those who followed the raw material markets anticipated. The consumer was given the advantage of low-priced stock purchased before drastic advances in material values were evident. Considering present conditions, the advances in price of lines for 1919 are by no means high—and are in very large part due to increased freight rates. Naturally vehicles and lines embodying hardwoods are increased owing to the great shortage and unprecedented demand for this commodity.

Any shortage of implements, should such develop, should be largely taken care of by the judicious clearing up of carried over stocks in the hands of dealers.

It stands to reason that the average dealer will be cautious in buying for the future in these abnormal times, as he will wish to carry smaller stocks to make himself safe for a gradual decline in prices. Yet, it is very necessary, under present conditions, that dealers place definite orders to cover their normal requirements for the coming spring. The recent curtailment in steel supply in both Canada and the United States makes it impossible for implement makers to get a surplus of steel from which to produce goods to meet a visionary demand. The dealer need not fear that any reliable supply source will try to overload him; they will scarcely be in a position to do so.

#### Co-operation Will Help

Co-operation is an essential between dealer, jobber and manufacturer, so that implements may be supplied to those who require them. Dealers must use their best judgment in making specifications, for it will be a pity should any dealer have a surplus of tools on hand. This is especially true of tractor-drawn tools, and incorrect specifications only leads to added expense on the part of jobbers in transferring stocks from one branch to another to supply the territorial demand.

We have seen what transportation has been in the past season, so that the question of delivery dates should require close consideration on the part of the deal-

ers. It is impossible for any warehouse to keep a sufficient supply on hand to fill spring orders in one or two months. They have the same transportation difficulties in getting the goods from the factories as the dealers have in getting the goods from the wholesale warehouses to their places of business. The matter of early delivery can be greatly aided by dealers thoroughly sizing up their requirements and explaining to their trade the present difficulties in getting deliveries owing to conditions.

The same reasoning applies to repairs and replacements for tillage and seeding implements for spring use. Now, and not later, is the time to have these on order.

#### The Tractor Demand

In Western Canada the tractor and tractor implement business in the past year has been remarkable. Last spring the demand was very heavy all over the West. Later, crop conditions restricted this demand somewhat in parts of Saskatchewan and Alberta, but in Manitoba it has been a record tractor year. The long, open fall has led to a good tractor demand at dates later than sales are usually made in this line. The tractor has come to stay, and the dealer who stocks tractors and tractor implements and repairs for these lines, can hold his place in the trade if he handles practical lines in size, simplicity and durability, also sells the goods on the right basis.

The volcanic genesis of automobile men to the tractor trade has not developed, as now they will have cars to sell. No man can sell tractors only and make it pay. He must sell tractor implements, and when he does so he must develop into an implement dealer, whether he likes it or not.

#### For Better Business

In the coming year dealers throughout the West should attempt to do a great deal more as regards organization than has been done in the past. The status of a trade is largely judged by the co-operation existing between the men who are in it. In every line we see successful organizations—and the same should be true of the retail implement trade in the Canadian West.

During the reconstruction period the dealer, in order to keep pace with the times, must give serious consideration to every branch of his business. He must know and keep accurate business records; must know his overhead so that he will have real and not paper profits. So far as he can, he should order supplies early, keep a full stock of machines and repairs, and render real service to his clientele.

If we sell the farmer the right tools, give him the right service and show him how to get maximum work out of every machine sold throughout 1919, we will be materially aiding the Dominion in the era of reconstruction which must follow the abnormal conditions due to four years of war. The war is over—but the implement industry is on the job! Let us show Canada that it is efficient, capable, and the main power behind the man who tills the soil so that the world's millions may have food.

#### Automobile Production Will Recommence

It is reported that the war industries board in the United States will permit the manufacturers of passenger cars in that country to resume production after the beginning of 1919. The plants will be allowed to increase their output to 75 per cent of normal production. Last August the automobile factories in the United States were advised that they had to cease building passenger cars by the end of this year.

This will be good news for the automobile men, and may to a great extent stifle the loud declamations heard all over the continent—that the automobile dealers were to enter the tractor trade, en masse. They should now be able to do business without participating in the tribulations of tractordom.

In the United States, at practically all of the large automobile plants, mammoth additions were made when that country entered the war. Munitions and trucks were manufactured, and in Detroit alone forty-six plants have been making motor trucks and parts for the United States army. These plants will likely continue making commercial trucks.

When the Detroit factories practically suspended the manufacture of passenger cars a few months ago there were unfilled orders on their books for about 125,000 cars. Several thousand of these orders were later cancelled, but new ones also were added, the dealers taking a chance of being supplied with at least a small percentage of their materials. With the coming of peace, manufacturers of all makes of cars except a very heavy demand.

There will be no lowering in prices, as the cost of raw materials show no decline. Manufacturers will place heavy orders with parts and accessory men just as soon as the latter can take them, for war contracts will continue in production during the reconstruction of the automobile business.



*"Just a Handful"*



*"Not a Load"*

# THE NEW HINMAN MILKER

MANUFACTURED BY  
**Milking Machine  
.. Specialists ..**

## The Reason Why



YOU Should be Our Representative is Because  
we are **"SPECIALISTS"**

*We Specialize in Milkers Only*

*We Manufacture Milkers Only*

*We Talk and Advertise Milkers Only*

*We Sell Milkers Only*

*We Know the Wants of Your Trade*

*Our Attention is NOT Divided*

## MILKERS

## MILKERS

No Long Waits for Commissions

— WRITE US —

**H. F. Bailey & Son**

**Galt, Ontario**



### Dairy Show to be Held February 17th to 21st Next

When the suggestion of a Dairy Show for Winnipeg first commended itself to a number of the members of the Manitoba Dairy Association, it was decided at a general meeting that the idea was a fine one, but there was a diversity of opinion regarding the possibility of occupying all the space that the large auditorium of the Industrial Bureau offered. The committee inaugurating the movement have since made it clear that even more space could be taken up if it were available. The recognition thus being shown to the project is most encouraging to those who have undertaken the task, and there is now every assur-

ance that the event will go down as a record in the dairy history of Manitoba.

The 7,000 square feet of space at the disposal of the Dairy Association is being rapidly taken up by manufacturers of dairy equipment and farm dairy supplies from all over Canada and the United States. From the dealers' viewpoint, this will be the biggest display of dairy equipment and supplies that has ever been shown in Western Canada, and it is anticipated that thousands of dealers from all over the prairie provinces will be present at the show from February 17 to 21, 1919.

The committee have been fortunate in securing the beautiful exhibit of the Manitoba Government, which was accorded first

prize at the International Soil Products Exposition in Kansas City, Mo., this year. This will be one of the most spectacular exhibits at the Show.

### Appointed to New Position

C. L. Patterson has recently been made a special factory machine representative of the



C. L. PATTERSON

Sharples Separator Company, West Chester, Pa., and will hereafter devote his entire time and attention to the factory machine

business in all of the eastern states. Mr. Patterson is very well known in the dairy trade, and his recent promotion is the result of several years of most earnest endeavor in the promotion of the Sharples interests.

He joined the Sharples organization in January, 1907, as a canvasser under Mr. W. A. Campbell, then salesman in Southwestern Pennsylvania. After eighteen months of this work he took over Mr. Campbell's territory. He was later transferred to the Northwestern Pennsylvania territory, which he held for seven years.

Mr. Patterson's dealer organization is considered one of the very best in the whole United States. During the past two years Mr. Patterson has been a general traveler in Pennsylvania and Ohio for the Sharples company.

### Facts for the Cream Separator Dealer

The dealer who handles dairy equipment has a whole host of arguments to advance when arousing interest in the cream separator he handles, and a few comments on the economy of using a separator may be found useful.

The cream separator is a big help toward preventing the fer-



## Mr. DEALER Cater Can Sell You

Wood or Iron Pumps cheaper  
than any one in the West.

GET HIS PRICES BEFORE YOU ORDER

Brandon Pump & Windmill Works  
BRANDON MAN.

## Prepare for Bumper Crops

**F**OR two of the most important jobs on the farm, finishing seed beds and conserving moisture, there is nothing like a **McCormick** disk harrow. It does its work so well because of certain features that every farmer does not know about. Take the bearings for instance, the parts that carry the burden. **McCormick** bearings are made of hard maple wood, each bearing in two parts which are removable and interchangeable, giving four wearing surfaces. Nothing wears except the wood bushings, and they wear slowly because they are dust proof and saturated in oil. For the slight cost of an extra set of these wood bushings occasionally and the sharpening of the disks a **McCormick** harrow can be kept good as new for a long time.

This and other **McCormick** disk features make this line easy to sell. Your customers will also be interested in International spring and peg tooth harrows, No 2 cultivators for summer fallowing, scufflers, land packers and **McCormick** drills. These are the tools that prepare the soil for bumper crops.



## International Harvester Company of Canada, Limited

### BRANCH HOUSES:

WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.  
EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



tility of the farm from being lost. Where the separator is used, the skim milk is fed to calves and pigs, and only the cream or butter sold—this means that practically no fertility is sold off the farm.

It has been proved by repeated experiments and by the most up-to-date dairymen all over the country, that dairying improves a farm more than any line of farming. It costs less to produce a ton of butter than it does to produce a ton of wheat. A ton of wheat takes \$7.00 worth of fertility from the soil. A ton of butter takes 50 cents worth of fertility from the soil. Consider the value of a ton of wheat compared with a ton of butter at present market prices.

The average run of the quantity of cream and skim milk in separating is about 1-5 cream and 4-5 skim milk. The actual amount of butter fat in the 1-5 is determined by the Babcock test—if it tests 25 per cent, this means that 25 per cent of the 1-5 quantity is pure butter fat, and the balance, namely, 75 per cent, is skim milk. In other words, if 100 pounds of 25 per cent cream were analyzed same would yield 25 pounds of pure butter fat and 75 pounds of skim milk; 50 per cent cream would yield 50 pounds butter fat and 50 pounds skim milk. The percentage of butter fat in cream depends largely upon the percentage of butter fat in whole milk. About 10 per cent thicker cream will be obtained from 4½ per cent milk than from 3 per cent with the same adjustment of cream screw. Four per cent milk means four pounds of pure butter fat to every 100 pounds of milk.

More cream can be obtained from a given amount of milk because the cream separator will skim at a loss of only one one-hundredth of 1 per cent, meaning a loss of one pound of butter fat for each 10,000 pounds of milk. A good cow will yield 5,000 pounds of milk per year. According to the above, the loss of butter fat per cow per year would be only one-half pound.

Compared with the old style method which represents a loss of at least 50-100 of 1 per cent, which would mean a loss of fifty pounds of milk, or roughly twenty-five pounds per cow per year; the cream separator proves itself 50 times more efficient. This result is obtained because centrifugal force in a separator bowl is three to four thousand times greater than gravity which does the work in the old style method.

Sweet separator skim milk is considered by leading farm au-

thorities to be worth about 40 per cent more for feeding purposes than the old gravity method sour skim milk.

The difference between the gravity method of separation and the modern method is a genuine one and will be testified to by every farmer's wife. Under the one system she daily washes a large number of pans, milk cans and crocks in which milk has soured. Compare this with the work of keeping a few cans clean and washing a cream separator in a few minutes. The average farmer owes a duty to his wife. He provides himself with every labor saving machine, but too often neglects to supply her with a cream separator.

Profits that are not net profits are not profits.

### Plow Concern Did Increased Business

For the fiscal year ended June 30, 1918, the Cockshutt Plow Company, Limited, of Brantford, earned net profits of \$533,214, comparing with \$405,710 the previous year. The previous balance being \$491,786, there was a total for distribution of \$1,045,001; of this amount, \$258,600 was paid on preferred dividend arrears; \$200,000 was transferred to contingent reserve; \$500,000 was credited to capital reserve and \$86,401 was

carried forward. Col. H. Cockshutt, the president, reports a larger volume of business, which might have been greater had it not been for the labor problem.—Industrial Canada.

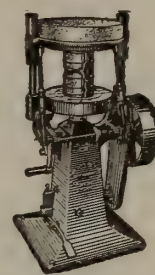
An automobile, remember, is simply a gas engine with a wandering disposition.

Nothing short of a vacuum cleaner would do to purge the smut out of some men's heads.

**PATENT YOUR INVENTIONS**

Send direct to Ottawa for free patentability report and booklet "Patent Protection" Clients' patents advertised in the "Patent Review."

**Harold C. Shipman & Co., PATENT ATTORNEYS**  
CENTRAL CHAMBERS, OTTAWA, CANADA.



### LONDON CEMENT DRAIN TILE MACHINE

Makes all sizes from 3 to 12 inches. Price \$250. Cement Drain Tile are here to stay. Large profits in the business. If interested send for catalog No. 2.

Agents Wanted in all Unoccupied Territory.

**LONDON CONCRETE MACHINERY CO.**

Dept. K, LONDON, ONTARIO  
World's Largest Manufacturers of Concrete Machinery.

# SWIM DOWN-STREAM

**M**ORE De Lavals are in use than all other makes combined.

The De Laval is the best known and best liked cream separator. More than two million in daily use.

If you sell the De Laval you'll be "swimming with the current."

If you don't sell the De Laval you are swimming against the stream of De Laval popularity.

You'll save time, save talk, and sell more cream separators if you

## SELL THE DE LAVAL

**THE DE LAVAL COMPANY, LTD.**

LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA

WINNIPEG VANCOUVER MONTREAL PETERBORO





### Cushman Organization Holds Annual Sales Convention

During the first week in December the travelling representatives of the Cushman Motor Works of Canada, Winnipeg, came in from their various territories to attend the annual rally and sales convention of the company. E. B. Sawyer, president and general manager of the Cushman Motor Works, of Lincoln, Nebraska, came to Winnipeg to participate in the convention.

Each day a series of sessions were held at the general offices

the West. In 1919 the Cushman line will be considerably enlarged by the addition of new features which will afford increased sales possibilities to Cushman dealers. Among these will be several automobile accessories which are in good demand, a land roller and mulcher and a new type of straw spreader which has proven to be a great success in United States territory. Co-operation and team work were the keynotes of the convention, and many helpful ideas were voiced whereby Cushman service to farmers and dealers may be made even more efficient.

As President Sawyer pointed out, there is in practically every territory latent possibilities for the use of Cushman engines. The great demand for the larger-sized Cushman engines during the past year shows to a remarkable degree the all-around adaptability of these lightweight, high-speed engines. In one small town in California, said Mr. Sawyer, two dealers located on the same street are handling Cushman engines. One sold 76 this year; the other sold 67. The company have appointed a salesman for Ontario and anticipate a large trade in that territory in the coming year.

On Wednesday, December 4, the company held their annual banquet at the Fort Garry Hotel, Winnipeg. The following members of the organization were present: E. B. Sawyer, president and general manager; A. E. Donovan, manager for Canada; Mr. Macdonald, president of the Macdonald Thresher Co., Stratford, Ont.; H. R. Eade, manager of the Magnet Metal and Foundry Co, and the following sales representatives of the organization: John Herron, S. Girardin, A. C. Leader, P. Hand, C. Kinnee and J. Halvorsen. Members of the implement trade and farm press were also present.

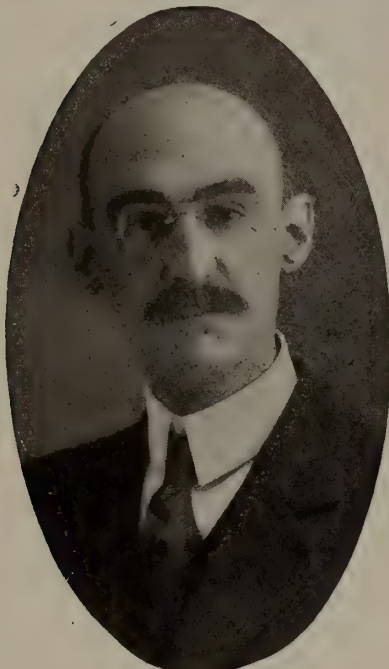
Mr. Sawyer gave a very interesting address on the remarkable

development of the company since its inception ten years ago. In those days the entire staff of the company at Lincoln was no larger than the present Cushman Canadian organization, which is only some five years old. The company now has twenty-six travellers covering territory in the United States, and the business done during 1918 was a record in the annals of the organization. Lines are constantly being added to meet the needs of the farming communities. Mr. Sawyer strongly endorsed the idea of salesmen co-operating

business opportunities of the Canadian West were practically unbounded.

A. E. Donovan, manager, who acted as chairman, gave a thoughtful and stimulating talk on the qualities that are essential in a successful salesman. Steady plugging, and a good reserve of optimism are of great value in the make-up of a salesman, said the speaker. He voiced his sympathy with the tribulations inherent to life on the road, and said that in any organization consistent co-operation was the secret of successful business expansion. Mr. Donovan's expert analysis of successful sales development was greatly enjoyed by all present.

The majority of the Cushman salesmen gave their personal views on the art of building business, outlining conditions in their respective territories. All agreed that these annual get-together meetings at the head office were invaluable in giving them new viewpoints and valuable ideas. Several of the guests present gave their opinions regarding the future possibilities in the farm equipment business in the Canadian West. The banquet closed with a very hearty vote of thanks to Mr. Sawyer and the executives of the Cushman organization, who, in a remarkably brief space of time, have made "Cushman" a household word in the farming communities throughout Western Canada.



A. E. DONOVAN  
Manager, Cushman Motor Works of Canada

of the company, located at the corner of Whyte and Vine streets. A. E. Donovan, Canadian manager, presided over the meetings, and a great many valuable features of benefit to the organization were brought out by the informal discussions and interchange of views by the various salesmen and executive heads of the company.

The company report a very good year's business, considering crop conditions in a large area of



E. B. SAWYER  
President, Cushman Motor Works, Lincoln, Nebraska.

with the local dealer for better business and greater efficiency. He considered that the live salesman could be of great assistance to the dealer, keeping him in touch with conditions all over the territory and suggesting means of improving merchandising and service methods. Mr. Sawyer looks forward to a greatly increased volume of business in Canadian territory in the coming year. He maintained that the

### Aspinwall Canadian Co. Officers

The annual meeting of the stockholders of the Aspinwall Canadian Company, Limited, Guelph, Ont., November 13. The company has enjoyed a prosperous year and prospects for the future are excellent. On conclusion of the stockholders' meeting, directors elected officers as follows: President, L. A. Aspinwall; vice-president and general manager, C. G. Rowley; secretary-treasurer, G. N. Whitney; resident manager, L. Jacques.

## RAPID-EASY GRAIN GRINDERS

### The Famous Line of Machines

A size to suit your power—small or large—and more work with same power than others. Quality of work and capacity and durability of machine and grinding plates unequalled.

A few styles and sizes are as follows:

No. A—6 inch. Plates (Flat)	2½ to 5 H.P.
No. A—7 " " " "	3 to 6 H.P.
No. B—8¾ " " " "	5 to 10 H.P.
No. B—10 " " " "	6 to 12 H.P.
No. C—9¾ " " " "	Mill Head
Custom Work	5 to 12 H.P.

#### CUSTOM MILLS:

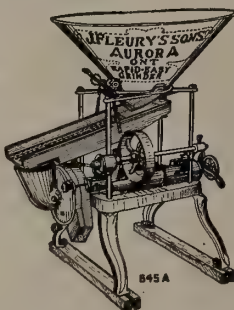
No. D—10½ inch Plates (Flat)	8 to 14 H.P.
No. D—11 " " " "	8 to 16 H.P.
No. E—11 " " " "	14 to 20 H.P.
No. F—13 " " " "	15 to 25 H.P.

**J. FLEURY'S SONS .. Aurora, Ontario**

Medals and Diplomas World's Fairs, Chicago and Paris

WESTERN AGENTS: **THE JOHN DEERE PLOW COMPANY, LIMITED**

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge



## FOX AUTOMATIC PICKLER

Same construction and heavy high-grade material as in the past. Built to last a lifetime.

CONSTRUCTION: 26 gauge galvanized iron with steel frame.

CAPACITY: 125 Bushels per hour.

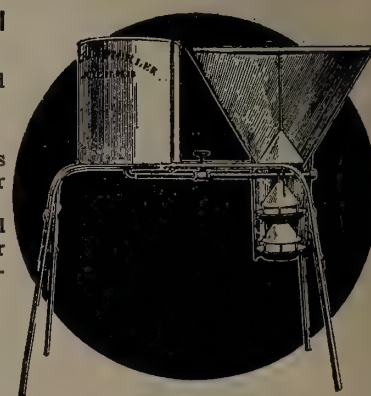
EFFICIENCY: Thoroughly sprinkles and turns the grain over four times.

This pickler is not in the experimental stage, but has been on the market four years. Built for service and satisfaction.

AGENTS WANTED AT ALL POINTS IN THE THREE PROVINCES

Exactly the same Pickler as has been sold in the past by W. J. Bell, Regina

MANUFACTURED AND SOLD ONLY BY  
**CANADIAN SPECIALTY CO. :: Moose Jaw, Sask.**

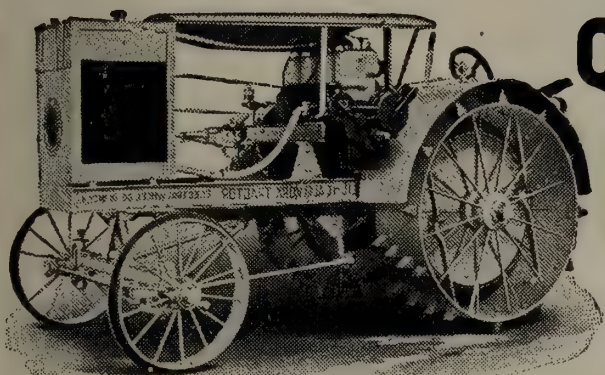




# "WHITE" QUALITY

## FARM POWER MACHINERY

# 1919 LINES



**"Allwork" Kerosene Tractor**  
4-Cylinder 13-28 H.P.

### DEALERS

who know the implement business of Western Canada—who are in business year after year will tell you they prefer to handle White lines. They can honestly recommend these goods which always give satisfactory service and widen their business.

## Quality—Service—Co-operation

have created for our goods the pre-eminent place they hold to-day. In the future as in the past—we propose to follow an aggressive, sound business policy. It will be based on years of experience and the practice of service and co-operation to the customer and the dealer.



**WHITE SPECIAL CHALLENGE THRESHER**  
(ALL SIZES)



**WHITE REAR MOUNT ENGINE**

## These Three Machines

will be leaders in the new "Peace Year." The demand for power machinery has been created through war effort. In addition to regular business 150,000 soldiers will be taking up land (according to a Government census). This is your opportunity. Write us to-day.

# The George White & Sons Co. Limited

Brandon, Man.

London, Ont.

Moose Jaw, Sask.



### Sharples Exhibit at National Dairy Show

Good prices for milk and butter fat are a great factor in arousing the farmers' interest in the dairy industry at the present time. At the recent National Dairy Show, at Columbus, O., the leading dairy equipment manufacturers had large and tastefully arranged exhibits.

One of the most prominent was the exhibit of the Sharples Separator Co., of West Chester, Pa., Toronto and Regina. The many friends of the Sharples organization who visited the show were entertained in the fine booth shown in the illustration on this page.

The Sharples exhibit was even more elaborate this year than last, in spite of the fact that a great many of the exhibitors had cut down this year on size of space, etc. The exhibit was in charge of H. H. Gill, sales director; F. A. Doyle, factory machine manager, and D. E. Andrews, advertising manager. They were assisted by a dozen of the best Sharples salesmen. Mr. C. M. Burdette, general manager of The Sharples Separator Company spent a couple of days at the show around the Sharples exhibit, which attracted hundreds of visitors during the show.

### Bissell Plant Burned at Elora, Ont.

A disastrous fire, on November 19th, completely gutted the greater part of the T. E. Bissell plant at Elora, Ont. The moulding section and store rooms were saved. It is reported that the loss will be



The Sharples Exhibit at the National Dairy Show at Columbus, Ohio.

around \$75,000, and is covered by insurance.

The T. E. Bissell Co. are well known to the farm machinery trade throughout Canada as manufacturers of a complete line of disc harrows for both horse and tractor use. The product of the Bissell factories is popular not only in Canada but in the United States, for only recently McAdam and Sons of Barker, N.Y., completed arrangements with the Bissell organization to manufacture several types of the Bissell disc harrows at their Barker plant.

McAdam and Sons have been general agents for the Bissell lines in the eastern states for the

past four or five years and have established a growing trade. In fact, the demand had reached a point where the Bissell company was unable to supply all the machines needed. The trade has been extended throughout the eastern states as far south as Georgia.

### John Deere Travellers Held Annual Meeting

During the week of November 11 the travelling representatives of the Winnipeg branch of the John Deere Plow Co., Ltd., held their annual get-together meeting. The boys took the Monday off to celebrate, as their opening session was unanimously closed owing to the signing of the armistice and resulting flag waving and a good time.

The travellers had the pleasure of meeting F. J. Sprung, sales manager of Deere & Co., Moline, who was on a visit to the Winnipeg branch of the organization. Mr. Sprung's talks were greatly enjoyed by the knights of the grip. During a series of informal discussions, presided over by David Drehmer, manager, the business outlook for the coming year was fully gone into.

Various points were discussed whereby the organization's motto of service to the trade might be still further benefited. In 1919 the Deere travellers will have the gospel of power farming as applied to the John Deere Waterloo Boy Kerosene Tractor to enunciate, and this excellent machine will give all of them scope for their selling ability, as an adjunct to place along with the famous John Deere plows for light tractors.

The general outlook was one of marked optimism, and the salesmen have returned to their respective territories fully prepared to make 1919 a record sales year for their branch.

The following salesmen were present during the convention: R. S. Cochrane, W. Pinn, O. S. Wuthrich, G. D. McKessock, John Snyder, D. B. MacDonald, and D. W. Holcombe.

### Manufacturing Hay Sweeps

The Magnet Metal and Foundry Co., Winnipeg, have made arrangements with Messrs. Anderson, Hastings, Neb., to manufacture the Anderson Hay sweeps under Canadian patent 181,970. The Winnipeg concern has already commenced the production of this line, and will have a large quantity on hand to meet the Western Canadian demand for the 1918-hay harvest.

### Ford in a New Role

A press dispatch from Detroit states that Henry Ford will retire from active participation in the management of the Ford Motor Company. It is stated that Ford is going to publish a weekly national newspaper. Edsel Ford, his son, will take his place and Henry will divide his time between his newspaper and the Fordson tractor plant at Dearborn, Mich.

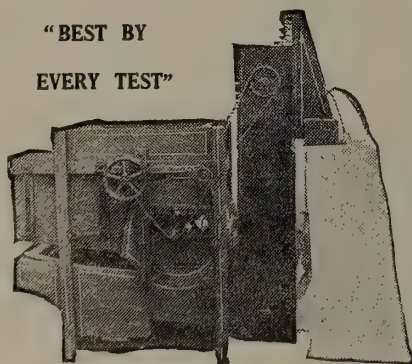
Some men just naturally can't keep out of trouble, as Henry may find in newspaperdom. If the ads. in his sheet do not pull any better than the tractor that bears his name, the publication may require some financing.

## THE NEW "CHATHAM"

The dealer who sells the "CHATHAM" does not have to carry in stock a grader and wild oats separator as well, neither does the farmer who owns a "CHATHAM" need to buy extra equipment.

The "CHATHAM" does all such work perfectly. Best for your customer and most profitable for you. Order early as stock is limited and will be scarce this season.

"BEST BY  
EVERY TEST"



Branches at

WINNIPEG, BRANDON, SASKATOON, CALGARY and EDMONTON

**Gray-Campbell, Limited**  
MOOSE JAW, SASK.





# Dealers: This is Important

The Gasoline Engine & Supply Company, of Winnipeg, are now assigning Territory in Manitoba and Saskatchewan for the famous

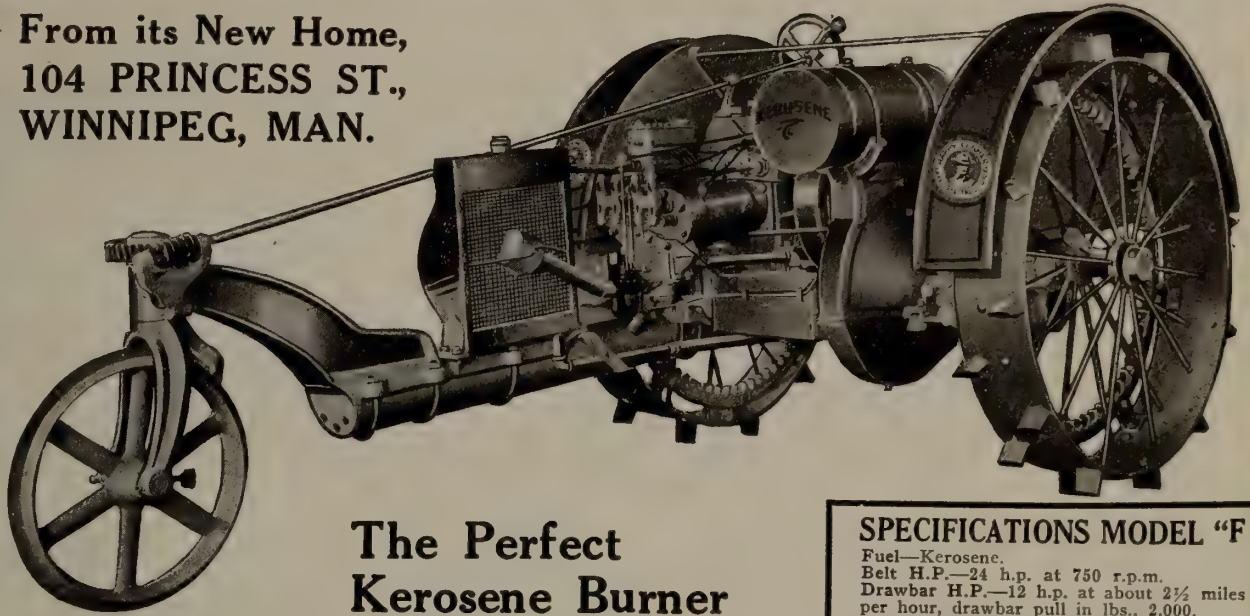


# Happy Farmer Tractor

**12-24 h.p.**  
**3-Plow Capacity**

From its New Home,  
104 PRINCESS ST.,  
WINNIPEG, MAN.

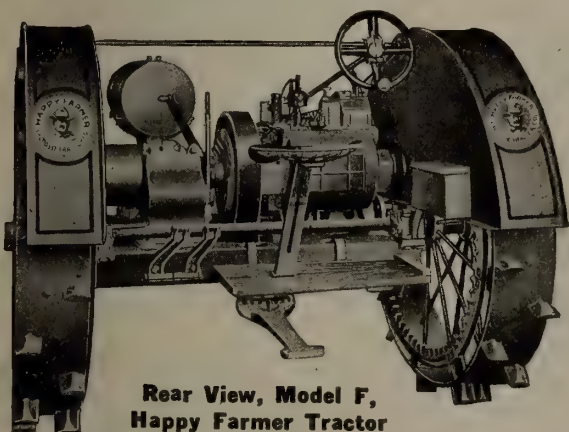
Happy Farmer dealers are guaranteed immediate delivery of Happy Farmer Tractors from our large stock in Winnipeg. Repair stocks will be carried at the leading western centres. An old-established firm, with a thorough knowledge of western requirements, we assure dealers the co-operation and service which are essential to successful tractor merchandising in Western Canada.



**The Perfect  
Kerosene Burner**

## The Tractor That Defies Competition

Happy Farmer Tractors will do anything that other tractors will do—and do it better. They double the farmer's efficiency and reduce his horse investment to the minimum. Dealers selling the Happy Farmer get the cream of the tractor trade—and the net profits.



Rear View, Model F,  
Happy Farmer Tractor

The Happy Farmer has more selling points than any other tractor of like rating. Perfect balance—Simplicity—Light Weight—Accessibility—Strength—Durability—Surplus Power—Hyatt Roller Bearings—Self-Guiding in Furrow—High and Constant Plowing Speed—Turns in its Tracks right or left. Happy Farmer Tractors were leaders in 1918 popularity, and will hold the lead in 1919 sales.

**HAPPY FARMER DEALERS  
HOLD A VALUABLE AGENCY**

**TERRITORY IS GOING FAST**

**ASK FOR OUR 1919 CONTRACT**

Handle the Tractor that meets the demand in size, power, efficiency, quality and price. Write us to-day for full particulars and liberal proposition

HANDLED IN MANITOBA AND SASKATCHEWAN BY THE

**GASOLINE ENGINE & SUPPLY CO., LTD.**  
104 PRINCESS STREET  
WINNIPEG, MAN.

### SPECIFICATIONS MODEL "F"

Fuel—Kerosene.  
Belt H.P.—24 h.p. at 750 r.p.m.  
Drawbar H.P.—12 h.p. at about 2½ miles per hour, drawbar pull in lbs., 2,000.  
Type of Traction—2 drive wheels.  
Make of Motor—Our own; type, twin cylinder horizontal, cast en bloc; 4 cycle. Cylinders and valves completely water-jacketed.  
Speed of Motor—750 r.p.m.  
Bore—6 inch; stroke 7 inch.  
Bearings—Die cast (reinforced back).  
Bearings—Dimensions—Main crank shaft 2½ x 5½ in.; connecting rod bearings, 2½ x 3½ in.  
Tractor Bearings—Hyatt Roller bearings throughout, in dustproof cages, except front wheel.  
Valves—Overhead, 2½ in. diameter.  
Fuel Intake—Special patent.  
Governor—Flyball type with quick adjusting screw for any speed.  
Ignition—Atwater-Kent, automatic retard and advance of spark.  
Carburetor—Special Kingston Kerosene, 1½ in.; adjustable from driver's seat.  
Air Cleaner—Our own mechanical.  
Oil—Madison-Kipp, mechanical, 6 feed; motor and tractor bearings and gears perfectly lubricated.  
Transmission—Sliding gear enclosed and running in oil; roller bearings.  
Final Drive—Roller pinion, pack hardened steel rollers and pins.  
Cooling System—Circulating pump, Spirex Modine Radiator and fan; motor completely water-jacketed.  
Pump Speed—750 r.p.m.  
Fuel Capacity—Kerosene 13 gallons; gasoline small for starting only; water, 9 gallons.  
Engine Suspension—3 point.  
Dimensions of Tractor—Length, 153 in.; width, 82½ in.; height, 62 in.  
Number of Wheels—Three. Rear traction wheels, two; diameter, 56 in.; width, 10 in.; front, diameter, 31 in.; width, 5 in.  
Clutch—Band, contracting.  
Bull Gear—Semi-steel, 4 segments reversible and interchangeable.  
Field and Road Speed—2½ miles per hour.  
Pulley—11 in. diameter, 7½ in. face.  
Axles—Front, solid; rear, live. Roller bearings on rear axle.  
Diameter of Shafts—Rear axle, 2 in.; jack shaft, 1½ in.; transmission shaft, 1½ in.; crank shaft, 2½ in.  
Weight of Tractor—3,800 lbs. complete.  
Frame—One piece cast steel, rigid; annealed.  
Muffler—Integral with frame, silent; no back pressure.  
Drawbar—Swinging type, in centre of traction wheels, no side draft.  
Steering—Automatic, from front wheel in furrow.  
Turning Radius—106 in.  
Control Brakes—Built integral with the differential gears for short run.  
Tractor Speed—One forward and one reverse, 2½ miles per hour.  
Lugs—Our own patent, cast, self-cleaning; regular equipment. Tractor equipped with both platform and seat.



### With the Manufacturers

The Cushman Motor Works of Canada, Ltd., Winnipeg, has increased its capital stock from \$100,000 to \$500,000.

A \$140,000, five-storey, reinforced concrete warehouse is being erected by the Massey-Harris Co. at their Toronto plant on King Street West.

A site has been purchased at Windsor, Ont., and building will start shortly for a motor truck factory, to cost \$50,000, for the General Motors Corporation, Detroit, Mich.

J. W. Kinross and others of Peoria, Ill., have organized and incorporated the American Mfg. Co., with headquarters in that city for the purpose of manufacturing tractors. The company has a capital stock of \$300,000.

A change in management has been announced by the Common Sense Gas Tractor Co., Minneapolis, Minn. L. E. Trent has been appointed secretary and general manager, succeeding H. W. Adams.

The Flour City Plow Co. is a new incorporation organized in Minneapolis for the purpose of manufacturing plows. The initial capital stock is \$25,000. The incorporators are Chas. E. English, Ralph B. Hartsough and Frank J. Morley, all of Minneapolis.

Contracts for a \$300,000 addition to the plant of the Holt Mfg. Co., Peoria, Ill., have been let and the work will be supervised by the U.S. War Department. The company recently received additional contracts for caterpillar tractors, and need for quick de-

livery made the new addition necessary.

The new warehouse built by the Robt. Bell Engine and Thresher Co., on Whyte Avenue, Winnipeg, to accommodate its growing western business, has nearly been completed. Manager Cole expects a large demand for his company's line during the coming year.

A site has been purchased at Fort William, Ont., by the Plymouth Cordage Co., North Plymouth, Mass., manufacturers of binder twine and rope, whereon a factory is to be erected. The company will eventually be paying something like \$1,500 per year in taxes in the lake head city.

At a special meeting of the Chatham, Ont., City Council an agreement was signed between the city and the Denby Motor

Trucks Company calling for the erection of a \$20,000 plant, to be ready for occupancy by March 1 next. The plant is to employ at least thirty hands, and to pay at least \$20,000 a year in wages. The company is newly incorporated in Canada, with a capital stock of \$200,000.

The Stinson Tractor Co., Minneapolis, Minn., has taken over the plant erected at Superior, Wis., for the Continental Motor Truck Co., and will install equipment for the manufacture of its tractor rated at 18-36 h.p. The building is of brick, steel and reinforced concrete, 50x150 ft., and cost \$50,000. The Stinson company has an authorized capital stock of \$500,000 and has been operating a tractor works in Minneapolis for several years. C. H. Stinson, the general manager, is well known to the trade in Western Canada.

### I.H.C. Tractor Schools

The International Harvester Co., Chicago, announces a new series of tractor schools. Ever since the harvester organization opened its first tractor school in Canada, 10 years ago, it has never quit working on the problem of tractor education.

A total of 600 I.H.C. schools were held all over Canada and the United States last year, with a total attendance of more than 50,000 owners and future owners of tractors. This year a series of special schools for dealers and dealers' service men will be held at the branch houses of the company. Dealers should induce tractor owners and prospects to attend these schools.

Make 1919 your best year.

## P & O LITTLE GENIUS Power Lift Tractor Plows



COPYRIGHT WESTERN NEWSPAPER UNION

### MAIMED ITALIAN SOLDIERS OPERATE P & O LITTLE GENIUS

**T**HIS picture was taken in Italy. It shows three soldiers, each of whom has lost an arm, learning to operate a tractor plowing outfit. The National Federation of Committees for Assistance to the blind, crippled and mutilated soldiers of Italy is doing a merciful work in teaching these soldiers useful trades that call into use the uninjured members of their bodies.

The fact that the P & O Little Genius has been employed in teaching these gentlemen the art and advantages of power plowing substantiates the claim we have always made that the P & O Little Genius is the ideal plow for the one man outfit. Either of these soldiers will be able to operate a P & O Little Genius outfit as soon as he has learned the rudiments of tractor plowing, for it is noted the world over for its all around efficiency, durability and ease of operation.

Built by PARLIN & ORENDORFF COMPANY, Canton, Ill., U.S.A.

**HART-PARR of CANADA, LIMITED** SALES AGENTS

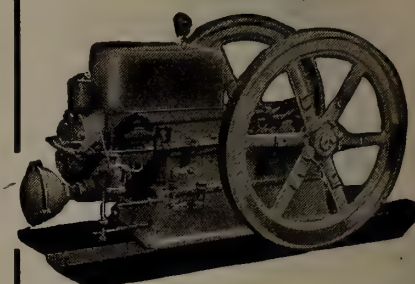
WINNIPEG

REGINA

SASKATOON

CALGARY

### Be Ready to Furnish Your Customers with Manitoba Crushing and Sawing Outfits



Throttle Governed Kerosene Engines, of 3½, 5½, 7, 9, 10, 12 and 14 H. P. Grinders and Roller Crushers, Steel and Wood Saw Frames to suit. Fall Prices now out. Have you the Agency?

### Manitoba Engines Ltd

Manufacturers at Brandon, Manitoba  
PHONES 2943 and 2964



### Tractor Man Appointed Vice-Consul for Manitoba

I. J. Haug, president and general manager of the Canadian Avery Co., Dominion representatives of the Avery Company, Peoria, Illinois, has been appointed Royal Norwegian Vice-Consul for the Province of Manitoba.

Few men in the tractor and thresher industry in Western



I. J. HAUG  
Norwegian Vice-Consul for Province of Manitoba

Canada are better known than Mr. Haug. He has spent a lifetime with the Avery organization, and in the Canadian West "Haug" and "Avery" are synonymous terms. Mr. Haug has had a long and varied experience in the farm machinery business, and his life has been one of steady effort and advancement.

Mr. Haug's first connection with the implement business was at Sacred Heart, Minn., where he carried on a retail implement and lumber business. In these days he handled the Avery line, and, as he says, "I have been handling Avery goods ever since." Leaving the retail trade Mr. Haug was appointed traveller for the Avery Company out of Minneapolis some twenty years ago. In 1900 he was appointed manager of the Avery branch house at Fargo, N.D., which position he filled with great ability until 1906. In 1903, while manager of this branch, realizing the great future in the farm machinery business in Western Canada, Mr. Haug came to Winnipeg, where he organized the concern known as Haug Bros. & Neller-moe. He was the partner in charge of this company, which rapidly built a big business, handling the Avery line of tractors, threshers and plows. In 1906, after resigning from his position at Fargo, he settled permanently

in Winnipeg, carrying on the Haug Bros. & Neller-moe Company until 1913. In that year the company was reorganized as the Canadian Avery Company, and a branch was opened at Regina, Mr. Haug became president and general manager of the company, which important position he still holds. A busy man, Mr. Haug's brief vacations are usually spent in the woods, for he is a confirmed "gun-man," and during the shooting season he is usually out after a big bag.

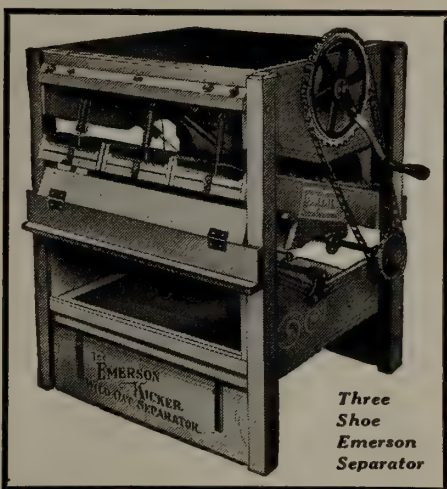
An Avery man from start to finish, Mr. Haug has a peculiarly intimate knowledge of this line. The company handle the entire

line of Avery units, tractors in 5-10, 8-16, 12-25, 18-36, 25-50 and 40-80 H.P., also the Avery motor cultivator. They also distribute Avery grain saving threshers and Avery plows, and in Canadian territory have experienced a steadily increasing demand for this well known line of power farming machinery.

### Agriculture's War Effort

In 1914 the total areas of field crops in Canada were 33,436,575. In 1915 this rose to 39,140,460 acres; in 1917, 42,602,288 acres; and in 1918 to approximately 44,000,000 acres. This means an in-

crease of 33 1-3 per cent during four years. The wheat acreage rose from 10,293,900 acres in 1914 to 17,353,902 acres in 1918. For the four years 1914-1917 the value of Canadian field crops averaged 862 million dollars annually. Before the war this value was only 553 millions. From a total valuation of Canada's field crops of 3,495,082,000 in the years 1914-17, no less than \$1,911,684,450 is credited to Manitoba, Saskatchewan and Alberta. In 1915 the value of all farm animals was \$749,640,000; in 1917 it had increased to \$1,102,261,000. These increases are largely due to tractor use.



Three  
Shoe  
Emerson  
Separator

## EMERSON WILD OAT Separators YOUR OPPORTUNITY FOR 1919

MADE IN TWO SIZES FOR FARM USE

- No. 3. Hand Separator; Capacity 22-30 Bus. per hour  
No. 6. Power Separator; Capacity 30-50 Bus. per hour

*The only farm size machine built that will take every kernel of wild or tame oats out of wheat or rye—and save ALL THE WHEAT.*

### Dealers: Handle the Mill that Gives the Farmer Perfect Seed---a Clean Crop, and Increased Yields!

Emerson Wild Oat Separators are the result of 45 years practical experience in the fanning mill business. Wild oats are the curse of the grain grower. Emerson Mills are the only machines absolutely guaranteed to remove the last kernel of wild oats from the grain. It is easier and cheaper for your customers to take the wild oats from the seed than from the field. Emerson Mills guarantee perfect seed wheat, barley and rye. They en-

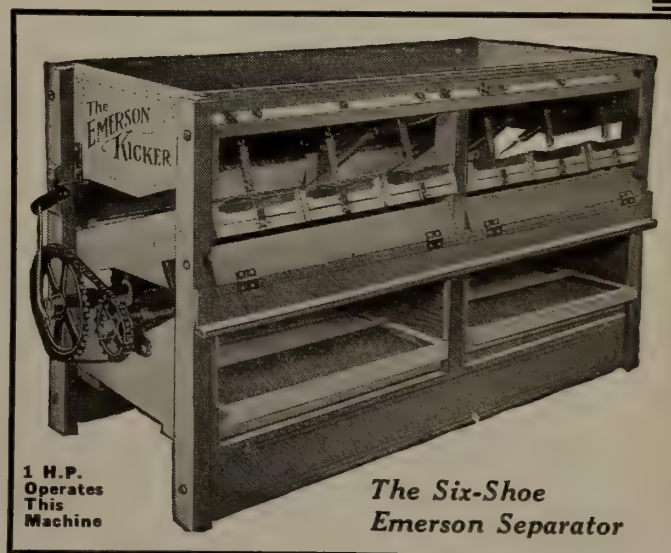
sure better, cleaner, hardier, drouth-resistant seed—the fighting kind—yielding strong grain that will whip the weeds. Our mills give the farmer bigger crops through perfect mechanical seed selection. And his product sells at top prices. He is independent of seed men and elevators. Strong, substantial, easily operated machines, built for service and efficiency. Riddles and screens instantly removable. Ask for descriptive booklet.

### The Action and Efficiency of Emerson Mills is Duplicated by no other Separator made

A single Emerson riddle comprises 1297 individual pieces of rust-proof metal, and three riddles are used—one on each shoe, six on the power machine. Our riddle construction is unique. The design absolutely prevents the oats from following the wheat, barley, or rye through the ports on to the screen. Every oat kernel is "kicked" up the angular riddle and discharged. Thousands of testimonials from practical farmers, elevator and seed men, millers and experimental stations, state that the Emerson is the best machine in the world for eliminating wild and tame oats, foul seed and impurities.

### LARGE STOCK ON HAND.

Write for Particulars of our Mills  
and our Liberal Contract for 1919



1 H.P.  
Operates  
This  
Machine

The Six-Shoe  
Emerson Separator

**The Emerson Manufacturing Co., Ltd.**  
1425 Whyte Avenue  
Winnipeg, Man.



### Emerson-Brantingham Tractors Ready for Delivery

Good times are here for the E-B dealers who have had difficulty getting delivery on tractors ordered.

The photo shows tractors waiting to be painted in the storage yard of the Emerson-Brantingham Tractor Works in Minneapolis.

This vast sea of tractors represents only a few weeks' production and is a proof that E-B dealers in Canada and the United States will get plenty of tractors and get them promptly. It also illustrates, says the company, why the E-B 12-20 Model AA tractor is the most power for the weight and money ever offered, for it is only possible by manufacturing a standard product on a large scale to give this remarkable value. These tractors are now being handled in Canadian territory by the Emerson-Brantingham Implement Co., Regina, for Saskatchewan and Alberta, and the Tudhope-Anderson Co. in Manitoba. Both distributors anticipate a large demand for the Model AA from now on.

### The De Laval Dairy Show Exhibit

Imposing as were the many fine exhibits of dairy and farm equipment at the recent National Dairy Show at Columbus, none elicited more favorable comment than the fine display made by The De Laval Separator Company. Extending almost half-way across

two sides of the Horticultural Building at the State Fair Grounds, with its rich background of green silk velours, carpeted floor, and its overhead concealed lighting effect, it was an exhibit in every way worthy of

cally illuminated picture apparatus which automatically showed illuminated pictures of the detailed construction of various De Laval machines, interspersed with farm and dairy scenes, plant interiors, etc.

modern machinery, which will ensure a large output of the Hamilton tractors. It is anticipated that several hundred of these machines will be available for the Western Canadian field for the coming year.

Mr. Robertson is completing arrangements whereby the company will have representation in the Canadian West, so that dealers handling their tractors will be assured prompt delivery and service from the company's western headquarters.

### A Double Wheel Windmill

A windmill manufacturing concern at Hutchinson, Kansas, have brought out a mill with two wheels, which is claimed to be doubly sensitive to wind pressure.

The double windmills are made of steel throughout. The frame consists of two heavy channel irons in suitable lengths to permit a small space between the two wheels when mounted, about



A Scene beside the E-B Tractor Works at Minneapolis

the world's oldest and largest cream separator manufacturers.

The De Laval Company exhibited a full line of De Laval Farm, Dairy and Factory Cream Separators, De Laval Milk Clarifiers, De Laval Whey Separators and De Laval Emulsors.

In addition to the machines exhibited in the regular De Laval space, there was a very interesting working exhibit of De Laval Emulsors in the space occupied by the Merrell-Soule Company of Syracuse, N.Y. Here the De Laval Emulsor, or the "mechanical cow," as it is popularly coming to be known, was in daily operation, producing the finest kind of cream or milk from skim-milk powder, butter and water.

A very attractive feature of the De Laval exhibit was a mechani-



Partial View of the De Laval Exhibit at the recent National Dairy Show

To the many De Laval salesmen and agents who attended the Show, and the many users of De Laval machines, this splendid De Laval exhibit must have been a matter of personal pride and gratification, exemplifying as it did the leadership and pre-eminence of the De Laval organization in the dairy industry.

### Investigating Western Canadian Tractor Demand

J. P. Robertson, sales manager of the Hamilton Gear and Machine Co., Toronto, was a recent business visitor to Winnipeg. Mr. Robertson also spent a few days in Regina, Calgary and Edmonton. His company are now manufacturing the Hamilton Gear Farm Tractor, a new machine of very sound design. Its work in the east is stated to have given good satisfaction. The company are the largest gear-cutting concern in the Dominion, and have big machine shops with the most

twenty-four inches apart. The frame is extra well braced in the form of bridging, so as to allow no twist. The mills are in four sizes: six, eight, ten and twelve feet, and the weight ranges from 1,000 to 2,400 pounds.

On top of the tower is placed a heavy top plate or casting with a ball race. The head of the mill sets directly on top of this plate with a like fitting ball race. Thus the mill works on solid chrome-alloy steel balls, and is very sensitive to the wind.

The mill has a governor of corrugated steel, about 2x4 feet in surface, which is held out at the end of the wheels by a hollow piping. There is a balance weight used in such a manner that it requires a particular velocity of wind to overcome the balance weight, when it straightens out the governor and throws it flush to the wind, closing the mill up securely.

Get ready for spring trade.

## GILSON TRACTOR

*Goes Like Sixty*



**MADE IN CANADA**

**THE 100% Service Tractor** that does all the things you want a tractor to do. Great power, compact construction,—extra strong and durable, but light and handy. It has great drawbar pull and economy,—and for belt work it is unsurpassed. Built of the finest materials,—Hyatt Roller bearings,

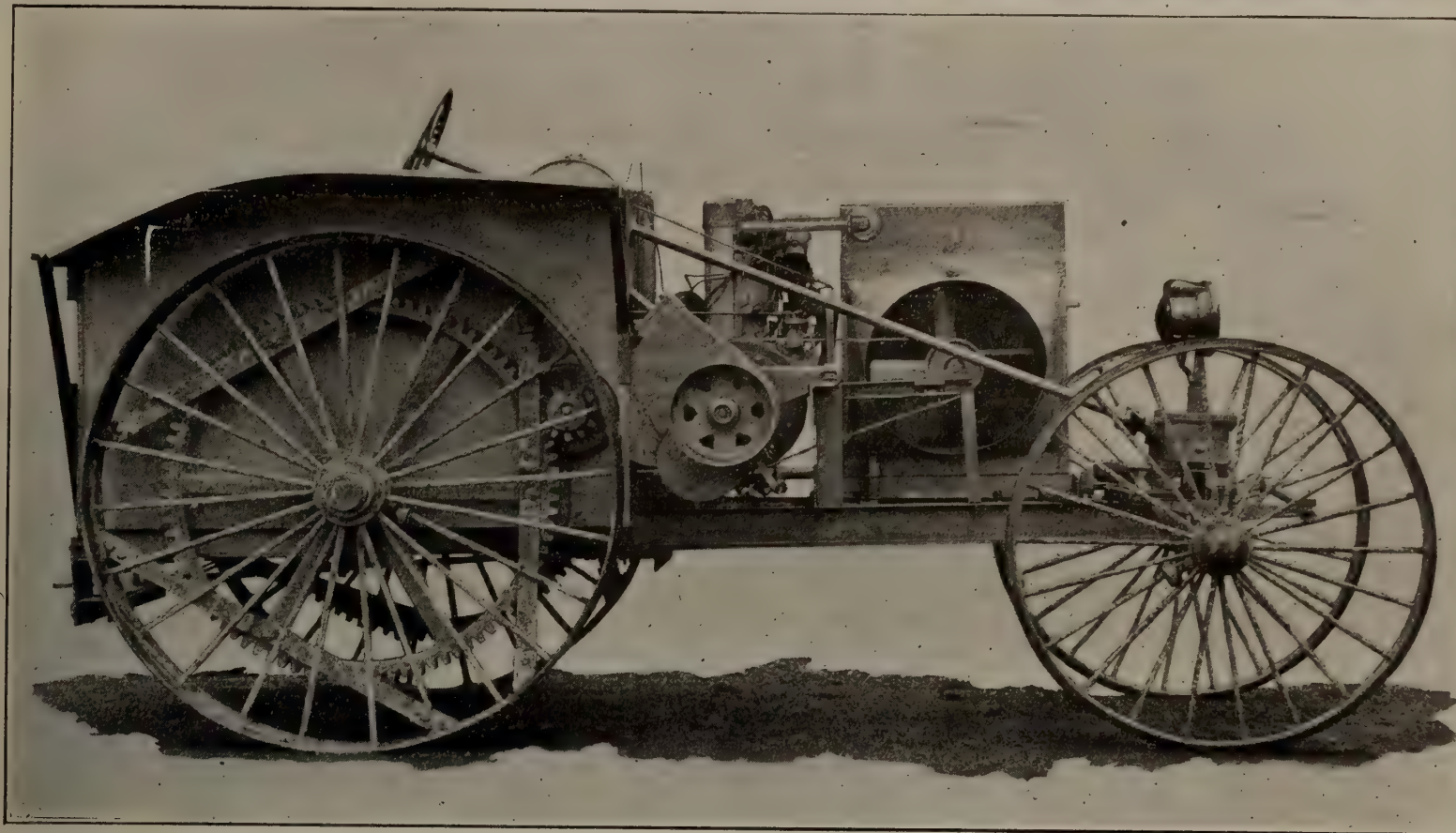
—Alloy steel,—Dust proof transmission, etc.—and all so simple and easy to operate that a small boy can do it easily.

The Gilson Standardized Tractor meets perfectly the demand for a high class, serviceable tractor to increase production, and is a money-maker for its owners. Sizes 12-25 and 15-30 h.p.

Write to-day for full particulars.

**GILSON MFG. CO., Ltd.,**  
Dept. Y. WINNIPEG, MAN





# The Practical Farm Tractor

**T**HE value of any Farm Tractor is in its ability to meet all conditions and to give consistent service every working day.

The Farm Tractor that is able to do this is the Tractor which is designed and built on proper mechanical engineering principles, where there is no shade of doubt between right and wrong methods.

In Hamilton Gear Tractors all features are practical—having been proven so by exhaustive tests and experiments.

Hamilton Gear Tractors are built with the view of meeting all working conditions by scientific engineers who use practical knowledge and not guess work.

It should be noted that Hamilton Gear Tractors are easy to operate. The general features of convenience, safety and accessibility are shown in the self-steering, short-turning radius, high-ground clearance, broad tread, all steel frame and comfortable, roomy cab.

A special point to be remembered in favor of Hamilton Gear Tractors is that Hamilton Tractors are gear perfect. All gears in these machines are made by men who have made a life study of gear cutting, and who thoroughly understand gears, their maintenance and appliance.

In a word—there is no Tractor on the market to-day which ranks with the Hamilton Gear Tractor. It is THE BEST.

*Dealers everywhere should convince themselves of the practicability and durability of Hamilton Gear Tractors*

## HAMILTON GEAR & MACHINE CO.

TORONTO

ONTARIO





### How Monopolists Advanced Sisal Fibre 300 Per Cent During War

Hanson & Orth, a fibre concern in New York, have launched a strenuous attack against the monopoly that exists in the sisal industry. They charge the Mexican Government monopoly with fleecing the farmers of the North American continent to the tune of \$86,000,000, represented by the advance in the price of sisal hemp, which, says M. J. Smith, of the above firm, has gone chiefly into the hands of the "Yucatan profiteers."

Approximately 90 per cent of the binder twine used in America and all over the world is made from sisal hemp, grown in the Yucatan peninsula. In September, 1915, an edict was issued in Yucatan proclaiming a government monopoly of the sisal hemp business. The result of this is outlined by Hanson & Orth as follows:

In September, 1915, the price of sisal hemp in the New York market was 5¼c per pound. By a series of advances which culminated in August, 1917, the price was increased until it reached 19¼c per pound in New York. The price of binder twine necessarily followed suit.

In 1915 the less than carload price of binder twine in the United States was 7¾c per lb.; in 1916, 9½c per lb.; in 1917, 19¼c per lb.; in 1918, 23¼c per lb. These prices were, of course, higher in the Canadian binder twine business.

In the spring of 1916 the U.S. Senate instituted an enquiry, the findings of the Senate committee being:

"That an oppressive monopoly exists which holds in its grasp our importations of sisal, that it is costing American farmers many millions of dollars annually, and that the power held by this monopoly to fix prices regardless of the law of supply and demand is most dangerous. The Senate committee urged that the Department of Justice take such action as the law and the facts warrant."

In 1917 the United States Department of Justice instituted a suit against the Yucatan monopoly, claiming that it was in contravention of the anti-monopoly laws of the United States. The hearing of this suit also dragged, but in August, 1918, Judge Hough gave a decision adverse to the U.S. Department of Justice.

In 1915, when the monopoly got control of the sisal, there was in Yucatan and the U.S. a great

surplus of fibre. Poor crops in 1916 caused an enormous carry-over of unsold twine to 1917. At the same time immense accumulations of unsold sisal were in store in Yucatan, yet the top price for the fibre was maintained and forced upon the manufacturers of twine, and hence the farmers.

Coming down to the present day with a price of 16 cents per pound for sisal, or about 300 per cent of its value before the monopoly was established, there is enough sisal in the United States and Yucatan to-day to bind a crop equal to what the 1917 crops were. Notwithstanding this the farmers of the U.S. and Canada are up against an extortionate price for binder twine, which price the U.S. Food Administration has been forced by this Mexican monopoly to countenance.

The price of sisal was advanced nearly 300 per cent by the monopoly, and is now maintained at more than 200 per cent in excess of its pre-war value, yet the sisal farmers of Yucatan have not been paid by the profiteers a price high enough to even cover the cost of production. The farmers are, however, organizing, and have placed an appeal before President Carranza, who has promised an investigation.

If the monopolists are to continue in control of this industry in Mexico, there seems little hope of relief unless the United States takes drastic measures to enforce a breakage of this stranglehold upon the prices of a fibre which is an absolute essential to the farmers of Canada and the United States.

### Binder Twine Prices to be Set Early in Year

Reports indicate that the U.S. Food Administration will fix the maximum price for manufacturers of binder twine for 1919. Additional purchases of fibre which may be necessary will be made to supplement the stocks already contracted, according to a report from Washington given in "Farm Implement News." It is anticipated that the 1919 prices on twine will be announced a great deal earlier than was the case last year. Hope has been expressed at Washington that extra purchases of fibre may be made at a price lower than that paid for the 500,000 bales of sisal by the administration last fall.

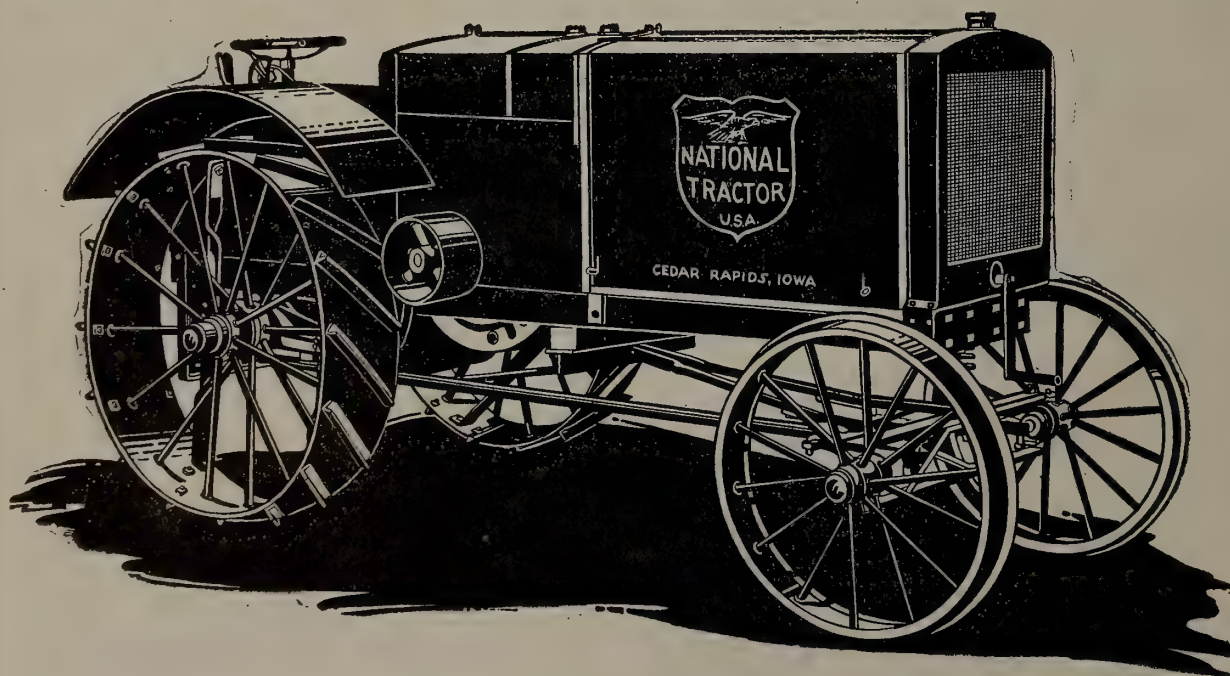
Statistics compiled from United States territory show a very heavy carry-over of twine. This is calculated by some to represent a total of approximately eighty-five million pounds. In the estimation of specialists, this quantity is sufficient to provide between one-third and one-fourth of next year's requirements. They estimate that normal consumption of binder twine in the United States and Canada at 260,000,000 pounds per annum. The total consumption of American-made binder twine, including exports, in 1918, was about 344,000,000 pounds. The 1919 export European demand will probably be greater than was the case this year, although twine plants in Great Britain will be able to take care of a greater demand in that country than during the war.

### Deere Interests Consolidated

The farm machinery interests in the Dominion of the Deere organization have been brought together to further production of the lines manufactured. The John Deere Plow Company, and the Dain Manufacturing Co., both of Welland, Ont., have consolidated, with a capital stock of \$1,000,000. The entire business will now bear the name of the John Deere Plow Co.

Having read the newspapers carefully for the past four years, we have reached the conclusion that when Sherman called war Hell, he put it too mildly.

## NATIONAL FARM TRACTORS BEST BUILT TRACTORS IN AMERICA



Made in two sizes: Model F 12-22, 3-Plow Type; Model E 9-16, 2-Plow Type.

### THE STANDARDIZED NATIONAL TRACTOR

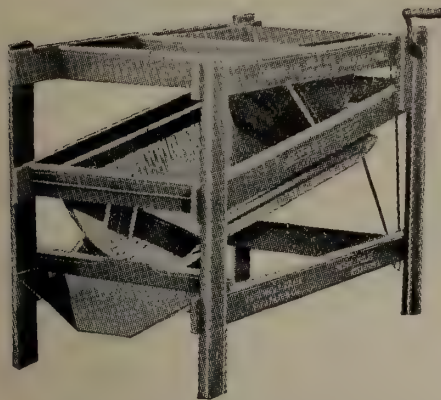
Is what you have been waiting for. It is backed by seven years successful performance in the field—the easiest tractor for the dealer to sell and the cheapest for the farmer to own. Light weight for its power. Perfect drawbar. Troubleproof. Profitable to sell. Any plowing speed you want. All gears run in oil. Operates on kerosene successfully. Write or wire for full information.

## NATIONAL FARM TRACTOR CO.

808 Sterling Bank Building

Winnipeg, Man.





### American Wild Oat and Barley Separator and Cleaner

Not a fanning mill or cleaner, but the only real wild oat separator that absolutely removes wild oats from tame oats and barley. The only machine that separates and grades in one operation. Patented slats distribute a thin, level layer of grain over the full surface of the sieve. Ask for literature.

### Dual Grain Cleaner and Separator

Made in two sizes, 24 and 32-inches wide. Has three times the capacity of old type mills of equal width. Has double screening surface, so that a thinner run of grain passes over screen. Patented cut-off feature increases capacity 60 per cent over other machines without such equipment. Write for bulletin.



### Cushman Light-Weight All Purpose Farm Engines

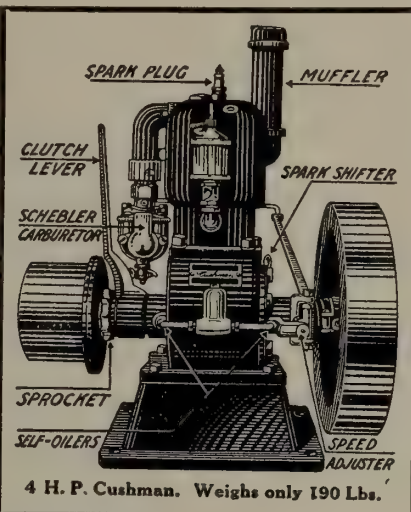
Built Light—Built Right

The 4 h.p. Cushman weighs only 190 lbs., the 8 h.p. only 320 lbs., the 15 h.p. only 780 lbs., and the 20 h.p. only 1,200 lbs. Cushman Engines are used on the famous Cushman combination threshing outfits. They are equipped with Throttle Governor and Schebler Carburetor; 4-cycle, water cooled, with friction clutch pulley. Many dealers are selling from 15 to 50 Cushmans a year in addition to their heavy engine business.



### The Automatic Grain Pickler

The only machine of its kind in use. Handles grain at the rate of 135 bus. per hour. Light in weight; strongly built; perfect in action; low in price. Fully guaranteed. Weight of grain operates the machine. The kernels are thoroughly soaked, turned over and treated. The most efficient automatic pickler on the market. Get one on your floor for spring business. Good stock on hand.



4 H. P. Cushman. Weighs only 190 Lbs.

### In Sizes: 4 to 20 H.P. The Engine Your Customers Require

#### The One Perfect Binder Engine

For heavy grinding, driving small separators, etc., or for any power from 3 to 9 h.p., the 8 h.p. Cushman especially appeals to the farmer. Very economical, for Cushman engines receive just enough fuel to take care of the load at that moment on the engine. Result is uniform speed and maximum power. Not cheap engines, but cheapest for your customers in the end. Get the Cushman agency for 1919. Cushman dealers find engine business good the year around.

### Lincoln Smut Cleaners Ensure Clean Seed and Big Yields

Sold on a positive guarantee to prevent smut. No. 3 handles 30-50 bus. per hour; No. 4, 50-75 bus. The Lincoln separates smut balls, wild oats, king heads, and all light seed from wheat, also wild oats and all light seed from barley. Grain is thoroughly pickled, dried and elevated to wagon box. Automatic skimmer an exclusive feature. Strong, heavy construction. Large, rustless solution tanks.

MADE IN  
TWO  
SIZES

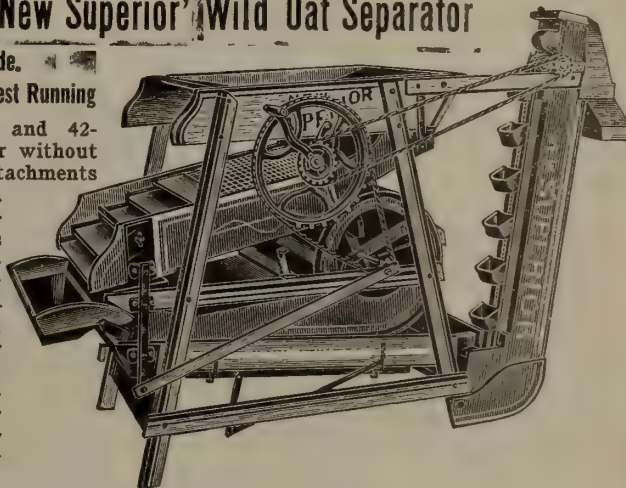


Write for  
Prices  
and Full  
Particulars

### The Lincoln 'New Superior' Wild Oat Separator

Will Get You the Trade.  
Strongest Built—Easiest Running

Made in 24, 32 and 42-inch sizes, with or without bagger. Power attachments supplied if desired. Patented adjustable windboards give perfect control of blast; our special sieves eradicate all wild oat seed. Strongly built and bolted; has greater capacity and does better work than any mills of similar sizes.



Four  
Sizes:  
6, 8, 10  
and 13 inch  
Flat  
Plates

### CUSHMAN GRINDERS-- A Quick Selling Line for Dealers

Cushman grinders do more and do better work with less power than any other grinders of similar sizes. Very easily driven. Perfect adjustment for fineness of work. Rigid, vibrationless design; large capacity hopper; heavy drive shaft. Send for full particulars and sell your customers this quality grinder.

## CUSHMAN MOTOR WORKS OF CANADA, LIMITED

Dept. E. WHYTE AVENUE and VINE STREET, Winnipeg, Man. Distributing Warehouses: Toronto, Ont. and London, Ont.  
Builders of High Grade, Light Weight, High Power Engines for General Purpose Farm Work

### THE CUSHMAN AGENCY GIVES YOU A COMPLETE LINE

We are Exclusive Selling Agents for: Combination Threshing Outfits—Straw Spreaders—Land Roller and Sub-Surface Packer—24x46 Separators for Small Tractor Use—Electric Lighting Plants—Tank Heaters—Langdon Ideal Self-Feeders—Cutter Gears—Fanning Mills—Smut and Pickling Machines—Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Shinn-Flat Lightning Conductors—Incubators—Universal Hoists—Portable Grain Elevators—Wagner Hardware Specialties—Hoiland Wild Oat Separators—American Separators and Cleaners, etc.



### Distributing "National" Tractors

The National Tractor Co., Inc., Cedar Rapids, Iowa, have appointed distributors for their tractors in Western Canada. The National Farm Tractor Co., 808 Sterling Bank Bldg., Winnipeg, will handle these machines throughout the Prairie Provinces. C. J. Landin, manager of the Winnipeg concern, anticipates a good demand in the coming year for National tractors in Western Canadian territory. W. H. Bennett, sales manager of the National Tractor Co., Cedar Rapids, recently paid a visit to the Canadian West, investigating the tractor demand, and he is satisfied that the National tractor is ideal for conditions in this field.

Mr. Landin announces that the National tractor is made in two sizes, 9-16 and 12-22 h.p., giving the dealer a choice of either a two or three plow machine. In the larger model the Waukesha motor is  $4\frac{1}{4} \times 5\frac{3}{4}$ , with Dixie ignition, Kingston carburetor and Perfex radiator. All gears are enclosed and run in an oil bath. These tractors operate successfully on kerosene at all loads, and have been thoroughly tested

during the seven years they have been on the market. Interested dealers can obtain full particulars by writing the National Farm Tractor Co., 808 Sterling Bank Bldg., Winnipeg.

### Crop Acreage in Saskatchewan

The total acreage under wheat in Saskatchewan in 1918 was 9,249,260; oats, 4,988,499; barley, 699,296; flax, 840,957; rye, 123,500; peas, 4,251; beans, 861; buckwheat, 1,207; mixed grains, 23,449; other grains, 27,347. In root crops there were: Potatoes, 59,793 acres; turnips, 5,622; man-golds, 1,806; other roots, 2,322. In feed crops there were in corn 11,186 acres; hay, 315,117 acres, and pasture, 933,862; alfalfa, 6,943, and other crops, 40,504. The total summerfallow was 4,060,801, and new breaking, 614,980. This gives a total acreage under cultivation of 22,016,139.

In the province in 1918 the total number of stallions, mares, geldings, colts and fillies and mules was 1,000,076, as compared with 888,672 in 1917. There was 352,989 cows and 332,040 calves reported by the Department of Agriculture at Regina.

### Overhead and Profit

The effect of war conditions in the implement business as affecting the overhead in a dealer's business is of interest. Farm Implement News cites the example of a dealer who handled farm equipment exclusively. In normal times this same dealer's overhead averaged less than 16 per cent. Following are his percentages of overhead and profit during 1915, 1916 and 1917:

The dealer's overhead in 1915 was 17 per cent. The next year it went up to 20.4 per cent, probably because the volume declined more than 10 per cent without a corresponding decline in the expense. Last year the overhead was a shade less than 17 per cent on a volume that had increased 42 per cent over 1915, probably on account of the advances in prices. The average overhead for the three years was a fraction above 18 per cent. Profit percentages for the three years were, respectively, 8.7, 5.3 and 6.5, the average of which is 6.8 per cent.

### A New Dynamometer

The dynamometer used at the power farming demonstration at Cobourg, Ont., last fall is a new improved model of the instrument used by the Hyatt company. It was developed by C. M. Eason, general manager of the tractor bearings division of that organization.

The dynamometer consists of three units: A hydrostatic unit connected between the tractor and the implement pulled; a recording pressure gauge; a speedometer. The hydrostatic unit is connected by means of a hollow brass tube covered with rubber through which the pressure is transmitted to the recording pressure gauge, where it is recorded on a chart. The results obtained are the distance travelled, time and pounds pull from which the drawbar horse power is computed.

### I. H. C. Men in the Service

The records of the International Harvester Company at the end of October last show that 4,277 of the company's employees were in the armies of Canada and the United States. In the Dominion, 21 are from the Chatham works, 226 from the Hamilton works, and 115 from the various branch houses of the organization.

### Two New Tractors

Two new tractors are announced by the Allis-Chalmers Mfg. Co., of Milwaukee, Wis. One is a 6-12 h.p. machine, practically a two-wheeler, with a small supporting

wheel in the rear under the driver's seat. The other is a 15-30 four-wheel job with two drive wheels, and the final drive housed. These machines are in addition to the standard 10-18 Allis-Chalmers with which the trade is familiar.

### Engine Instruction at Saskatchewan University

Two short courses of instruction on internal combustion engines will be held at the College at Saskatoon from December 2 to 21 and from February 3 to 22, and each succeeding month during the year, except June and July, if 30 or more students register. The course will cover the principles of internal combustion engines, the functions of all parts, different types and their features, carburetor and ignition troubles, timing and adjusting, etc.

### A Convincing Book

Hart-Parr of Canada are now distributing a well-written and convincing book entitled "The New Hart-Parr." This publication fully describes the tractor handled by the company and has a wealth of pertinent information regarding tractors in general. Interested dealers should procure a copy of this book from the company.

### What's the Use?

Did it ever occur to you that a man's life is full of cussedness? He comes into the world without his consent, and goes out against his will and the trip between is exceedingly rocky. When he is little, the big girls kiss him; when he is big, the little girls kiss him. If he is poor, he is a bad manager; if he is rich, he's a crook. If he is prosperous, everybody wants to do him a favor; if he needs credit, they hand him a lemon.

If he is in politics, it is for graft; if out of politics, he is no good to his country. If he doesn't give to charity, he's a tightwad; if he does, it's for show. If he is actively religious, he is a hypocrite; and if he takes no interest in religion, he is a heathen. If he is affectionate, he is a soft mark; if he cares for no one, he is cold-blooded. If he dies young, there was a great future before him; if he lives to an old age, he missed his calling. Why live when the authorities will have to bury you if your relations can't?

### "The Tank on the Farm"

FOR BIGGER BUSINESS, SELL

# MONARCH

One-Man Kerosene

"Never-Slip" Tractors

ELEVEN  
SQUARE  
FEET OF  
TRACTION  
SURFACE

LAYS  
ITS  
OWN  
TRACK  
MEANING  
NO LOST  
DAYS

WE CARRY  
COMPLETE  
STOCK OF  
REPAIRS  
ASSURING  
QUICK  
SERVICE



Built Like a Locomotive—Sells by Sheer Merit



AT WORK

Light in weight. Powerful for pulling. Constructed to give years of service. Four sizes. Four cylinder, valve-in-head, kerosene special tractor motors. Transmission: Hyatt roller bearings and special steel-cut gears throughout. The double-toothed sprocket and box car journals are the greatest feature of this track-laying "farm tank."

ASK FOR OUR AGENCY OFFER.

## Jones Tractor & Implement Co.

Limited

Corner 7th and Halifax Streets

Phone 3546

Regina, Saskatchewan





## Impress Upon Your Prospects the Variety of Uses of the New Case 10-18

**P**POINT out, for instance, its adaptability for seeding. The above pictures a three-way view of a scene showing a young lady in Texas who has enlisted in helping Uncle Sam.

The Case 10-18 is especially designed for all-round usage. It is not built solely for plowing, although that is the chief function.

It can be "driven" anywhere, having the width of an automobile. It turns in a 22-ft. circle. It is short and low.

It can be used successfully for discing and seeding, pulverizing and harrowing, shelling, shredding, feed grinding, harvesting, road work, threshing and husking, hauling, sawing wood, cutting ensilage and filling silo, baling straw and hay, grubbing and dozens of other uses.

By such adaptability, the man who buys it can be assured of the maximum number of days of use.

Point out its simplicity and accessibility—how one can get at every working part easily. No dismantling is necessary.

Call particular attention to the cut steel gearing, fully enclosed.

Explain the value of a one-piece frame with a four-cylinder motor mounted crosswise—how vibration is reduced, how disalignment is prevented. Show how the belt pulley is mounted directly in the engine crank shaft, permitting easy "lining up" for belt work.

Then call attention to the Case Sylphon Thermostat and the Case air washer. Explain the economy in fuel consumption.

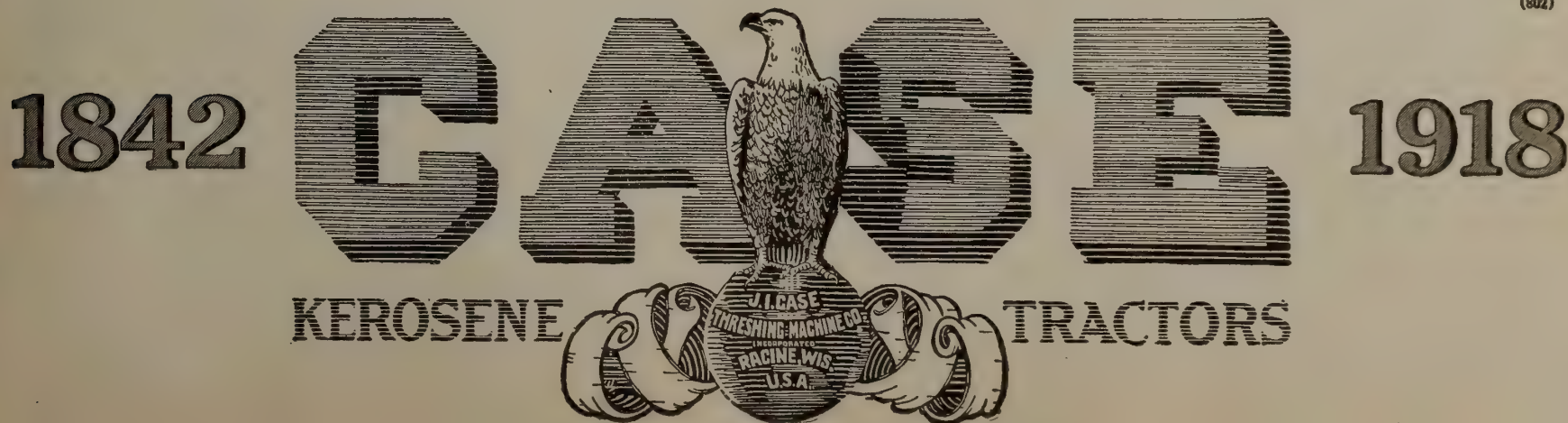
You, Mr. Case Dealer, have a wonderful product to sell, with dozens of exclusive features. If you know this Case 10-18 well, together with the other Case Tractors, you can prove to any man's satisfaction that you offer him the latest and best.

Farmers are better acquainted than ever with the mechanics and performance of tractors, and are therefore better able to appreciate Case betterments.

If you have not already studied the specifications and description of the 10-18, write today for this complete information, which will be sent gladly either by a Case Branch House or by us.

We urge you to know this tractor intimately, so that you can point out its superiorities.

**J. I. Case Threshing Machine Company, Inc.** Founded 1842 **1527 Erie Street, Racine, Wis., U. S. A.**





## OBITUARY

## Charles W. Marsh

Charles Wesley Marsh, co-inventor of the Marsh harvester, and pioneer machine man of America, died at his home at De Kalb, Illinois, November 9. Mr. Marsh was in his 85th year. He was born near Cobourg, Ont., on March 22, 1834. In 1849 he left Ontario and went West, settling in De Kalb County, Ill., where at the age of 15 he started farming along with a brother, William Marsh. In 1856 the brothers purchased a Mann reaper and they became interested in the principles of grain harvesting machinery. Collaborating, the brothers in 1858 developed the Marsh harvester, which they patented in that year. This harvester, which used two men standing on a platform, was first manufactured for the trade by the firm of Stewart & Marsh, at Plano, Ill. Later the brothers established a plant at Sycamore, and subsequently nearly all makers of reapers began to produce the Marsh design of reapers, or machines of a similar type.

In 1870, Mr. Marsh demonstrated his machine in Europe, where in a trial competition it won the first prize. In later years the Marsh brothers manufactured a low-down binder, which was not entirely successful, under the name of the Marsh Binder Co.

Early in 1885, C. W. Marsh entered the trade journal field as editor of "Farm Implements News," of Chicago. He did excellent work for this publication until 1904, when he retired, retain-

ing the presidency of the company, which he held until his recent demise. The late Mr. Marsh was one of the organizers of the U.S. National Implement and Vehicle Association, and throughout his journalistic career was a power for co-operation and development in the agricultural machinery industry. He served one term as state senator in



THE LATE J. L. HENNING

Illinois. The decedent leaves to mourn their loss a widow and three sons, while he had countless friends in the farm machinery industry who regret the passing of a man whose life was an incentive and whose kindly character and great integrity were part of a wonderful character. In his "Recollections," written in 1910, he wrote words that ring true now that C. W. Marsh has gone to his reward: "Despite the struggles and losses and sorrows, my life has been well worth liv-

ing, and I feel that I have not done so badly but there will be something to my credit on the balance sheet of good and ill."

## James L. Henning

We regret to report the death, on Nov. 9th, at his residence in Saskatoon, of J. L. Henning, manager of the Saskatoon branch of the Massey-Harris Company. Death resulted from pneumonia, following an attack of influenza. Mr. Henning died at the early age of forty, and leaves a widow, two boys and a girl, all young. On behalf of the trade we extend our sincere sympathy to Mrs. Henning and family, who have lost a fond husband and father.

The late Mr. Henning first became connected with the Massey-Harris Company at Hamilton, Ont., in 1896. He was later transferred to the headquarters of the company at Toronto, and in a short time came West to Winnipeg, where he became accountant of the branch in this city.

In 1908 he was promoted to the position of office manager at Saskatoon, and in 1912, when the Yorkton branch of the company was opened, the late Mr. Henning was chosen as manager. In Yorkton he was president of the local Board of Trade and did much for business betterment in that city.

On May 15, 1915, Mr. Henning took over the management of the Saskatoon branch, which position he filled with great ability until his untimely death. Possessed of great executive ability, he was highly esteemed and respected by the directors of his company, and had he lived he would, without doubt, have occupied a very responsible position at the headquarters of the organization in Toronto. The late Mr. Henning possessed many rare qualities, and was exceptionally popular in Saskatoon in both business and social circles. Many dealers will regret the passing of James L. Henning as a friend as well as a business acquaintance. What better epitaph could a man have than these heartfelt words from one of his staff at Saskatoon, who spoke for all the employees of the branch: "He was not a superior to all of us, not a master, but a friend, a real friend, and a dear one; a consoler, and charitable, and most delicate in all his dealings with his employees. As one of the staff, who knew him well and had been working next to him for the last six years, said: 'He lived to be kind and do good.'"

## George A. Smith

The Ontario Wind Engine and Pump Company, Toronto, have lost a very capable executive in the person of their esteemed sales manager, George A. Smith.

Born at Thornbury, Ont., in 1888, he left his father's farm to follow a commercial career. After graduating from the Canada Business College he entered the company's employ in 1909 as invoice



THE LATE G. A. SMITH

clerk, and by hard work, perseverance and thorough knowledge of the company's policy and lines, assumed the position of sales manager in April of this year. Although only six months in this capacity, he conducted the 1918 sales campaign ably and intelligently. His remains were interred at Thornbury, where he now sleeps with his father in the family vault. His many friends who mourn his loss deeply, concur in the conviction that a brilliant career has been brought to a close prematurely.

## Financial Journalist Dead

On November 16, Stambury R. Tarr, M.A., managing director of "Canadian Finance," died at Woodstock, Ont. Mr. Tarr, who passed away at the early age of 43, has for the past eight years been identified with practically every movement for the development of the West and the betterment of business conditions. The late Mr. Tarr was a graduate of McMaster University and the University of Chicago. For four years he was teacher of mathematics at Woodstock College, Ont., and for seven years was connected with the Canada Life Assurance Co. From 1907 to 1910 he was editor of the Montreal Chronicle, in the latter year coming to Winnipeg, where he founded "Canadian Finance."

An expert financial journalist, with a wonderful grasp of modern business in all its phases, the late Mr. Tarr is a distinct loss to the field of business journalism in Western Canada. He is survived by a widow and two daughters.

## Make the Winter Months Profitable

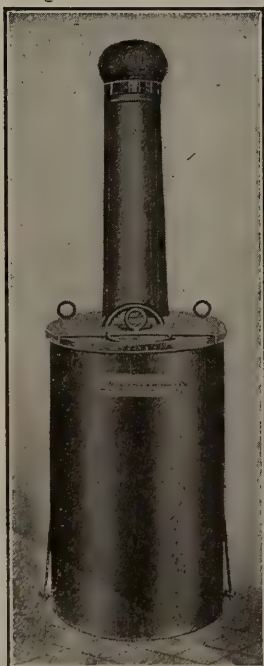
MAX

## TANK HEATERS

A line that sells readily. MAX Tank Heaters are made of the best quality, heavy sheet steel, with welded joints, making a solid one-piece body. Exceptionally large submerged radiation surface. Almost anything that will burn makes good fuel for the MAX heater. Suitable for wood, steel or concrete tanks of any size.

Heavy Cast Top—Self-Dumping Grate—Smoke pipe has spark arrester—Cleanest to handle—Heats water very quickly—Draught easily regulated—Built to last a lifetime.

A SAMPLE ON YOUR FLOOR WILL HELP YOUR SALES  
WRITE TO-DAY FOR PRICES AND FULL PARTICULARS



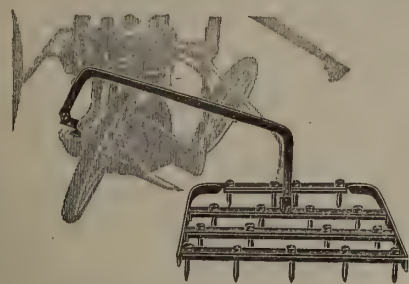
## Winnipeg Ceiling and Roofing Co., Limited

Makers of Max Stock Troughs, Waggon Tanks, Oil Barrels, etc.

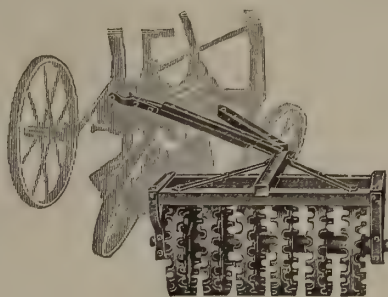
P.O. Box 3006 F.I. 318

Winnipeg, Man.

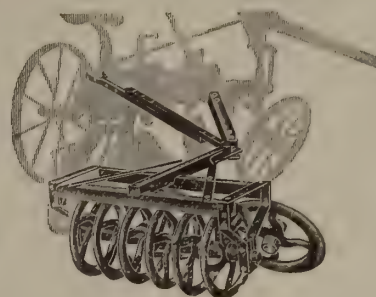




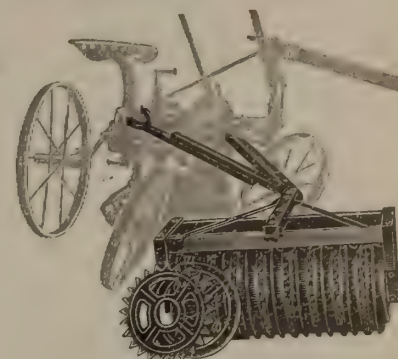
HARROW READY FOR OPERATION



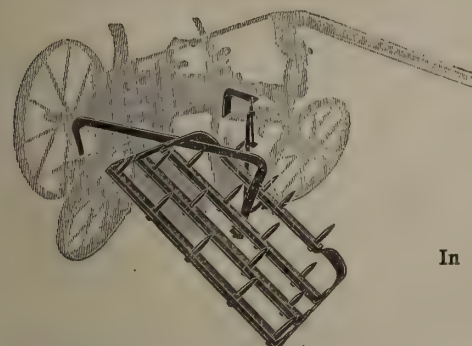
AS A SURFACE PACKER



—A SUB-SURFACE PACKER



—OR A MULCHER



HARROW TILTED FOR HANDLING ON ROAD

A GOOD LINE FOR 1919

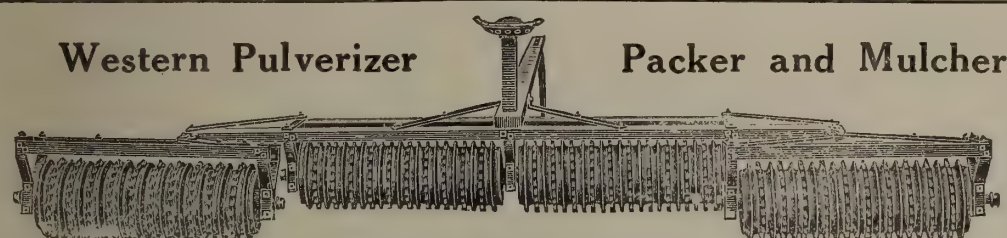
## “CHRISTIENSEN” PLOW ATTACHMENTS HARROWS PACKERS PULVERIZERS

SEAGER WHEELER, WORLD'S WHEAT CHAMPION, ENDORSES OUR PACKERS

In an entirely unsolicited letter, dated Oct. 20, 1918, Mr. Wheeler writes:

“I have tried out the P.P. 31 Mulcher, and it's a dandy. It is an improvement over the other styles of packer attachments. Anyone plowing without one of these attachments is behind the times and missing all the benefits derived from its use. Many a crop in the past that was a failure on Spring Plowing, owing to loss of moisture to start the seed in good time, could have been made a success by its use.”

A LINE OF MODERN TILLAGE TOOLS, IN DEMAND EVERYWHERE



Western Pulverizer

Packer and Mulcher

We are sole manufacturers in Canada of the famous “Western” Pulverizer. No implement equals its efficiency in rolling standing grain, or for treating summer-fallow. It absolutely prevents soil blowing and retains all available moisture for the growing crops by forming a perfectly compressed surface. Any desired number of sections can be used, in any formation. Lubricated axles ensure light draft. Flexible design an invaluable feature.

Thousands of Christiansen plow harrow and packer attachments are in use. All styles of wheels fit the same frame. Dust-proof, lubricated axles reduce draft. Lubricated for a whole season before shipping. Patented hitch—no side draft. These implements permit harrowing or packing at the same time as plowing—saving labor—conserving moisture—and making a good seed bed.

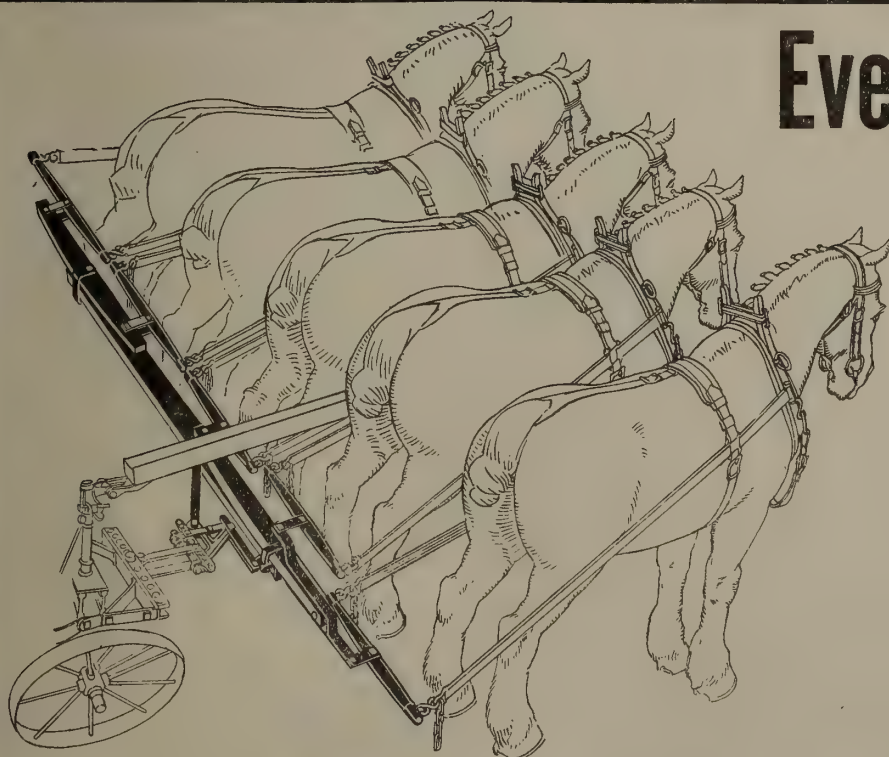
Ask for Catalog and Full Particulars

Secure the Christiansen Agency Now

### CHRISTIENSEN IMPLEMENTS, LIMITED

OWENA STREET

WINNIPEG, MAN.



## Every Horse Pulls His Share

WHEN WORKING IN FRONT OF A

*Westwo*  
REGD

### FIVE-HORSE HITCH

Easily attached to right or left hand plows. Works five horses abreast, one in furrow and four on the land. Evener works freely and equally on all horses. Has no side draft and gives each horse plenty of room. Can be used on any plow having a cross clevis hitch or on a disc plow with a flat draft bar.

*Westwo*  
REGD

## EVENERS AND HITCHES

are made from choice selected wood by careful competent workmen using the most modern machinery. For this reason they work better and last longer than others where quality is not a first consideration.

You will be receiving inquiries for these *Westwo* lines. If your Jobber is unable to supply you, write us direct for illustrated folders and prices.

WEST-WOODS LIMITED

:

WINNIPEG



## Gear Reduction in the Tractor

The total gear reduction in a tractor varies between 30 to 1 and 100 to 1, so that several reductions have to be used, although in some cases entire transmissions are built as a single unit.

In general all tractor transmissions are driven from the engine through a friction clutch. No universal joints are used, although clutches are designed to take care of any misalignment. Cone, disk, shoe, band clutches, and friction drives are in use. The cone clutch and the internal expanding shoe clutch are most common.

First-reduction gearing may be of almost any kind. The reduction varies from 1 to 1 to as much as 8 to 1. The change in speeds and the reverse are often worked

in on the first reduction, but it is also common to use the second reduction. When the engine shaft is not parallel to the drive-wheel axis the first reduction gears are often of the bevel type. There is considerable advantage in having the bevel gears as the highest speed gears. The cost is reduced and also a chance provided to get a belt pulley on a fairly high-speed shaft without the necessity of using a separate set of gears and a clutch.

When spur gears are used for the first production, the change-speed gears and reverse are generally a part of it as they can be much smaller and cheaper in this position than in the next reduction. This arrangement is general on tractors, in which the engine sets crosswise; it is used to some extent when the engine shafts are set lengthwise of the tractor, even though this arrangement necessitates a larger and more expensive set of bevel gears in the second reduction and also the use of a separate set of gears for the belt pulley.

Change-speed gears are usually arranged so that the pinions slide on the drive-shaft and engage large gears on the driven shaft. No divided shafts or counter-shafts, as are found in automobile transmissions, are used, except for reverse gears. Thus all gears are disengaged, except the ones actually in use, and no idle gears of extra reductions are necessary for different speeds.

Another advantage in this arrangement is that all change-speed gears are disengaged when the belt pulley is to be used. Tractors are used for belt work

for long continuous runs and gears or shafting running idle are undesirable because they waste power and require special lubrication.

The second reduction is sometimes the final drive, although this is not often the case. Usually it is the drive to the shaft that carries the differential. If the differential can be placed in this position ahead of the last reduction considerable expense can be saved because all the parts can be made much smaller.

The third is usually the final reduction; it is the most important part of a tractor transmission. The load and vibration on the teeth and bearings generally cause wear of these parts first, and as they are large, expensive, and difficult to replace it is necessary they be made to give the best of service.

When there are more than three gear reductions, the extra one is used either to gain compactness or to provide for some special arrangements of parts.

Tractors are used for plowing a large part of the time and generally are operated at speeds of from 2 to 2¾ m.p.h. Many have only a single speed, but most of the late designs have two or three speeds. When there are three speeds one is lower and one higher than the plowing speed. When only two speeds are provided the second speed is usually slower than that for plowing. The range between speeds is nearly always between 30 and 40 per cent.

### Barn Equipment a Profitable Line

Why should an implement dealer handle barn equipment? This question is indeed easy to answer, and the dealer who is neglecting this line is losing an opportunity to make a good margin of profit without an investment in stock and is not serving his community as he should. In the first place barn equipment is easily sold, compared to a few years ago since every dealer must admit that in his canvass through the country he finds a great many more barns equipped than he did several years back. It is no longer considered a novelty, but an absolute necessity, and when a dairyman or farmer thinks of cementing or fixing up his barn his first thought is of sanitary steel barn equipment, because of their lasting and sanitary qualities which he cannot get with wooden arrangements. A dealer will know from his frequent visits to farmers in his territory who the prospective barn equipment customers are and by giving them a pointer or argument at each visit

it will set them to thinking about installing equipment and most of all about Mr. Dealer who encouraged them, and naturally, when one gets to doing it, Mr. Dealer is the first man he sees.

Agricultural authorities and agricultural colleges, also the farm press, are working for the dealer in demanding that dairy-men keep their barns sanitary and clean, which is about impossible without modern barn equipment. Manufacturers of barn equipment advertise and ask the farmer and dairyman to visit the dealer for barn equipment, and every farm paper publishes articles on the sanitary necessities in a barn.

Last but not least, barn equipment is a profitable line to handle, because it does not necessitate carrying a stock. Most jobs have stalls and pens built to order, which are shipped at one time, and when received immediately taken home by the farmer, and in most cases installed and paid for, making it unnecessary for the dealer to handle them or to carry the account. Most farmers do not equip their barns until they have the ready cash to do so. The margin of profit allowed the dealer is as large and even larger than some lines which require carrying of stock, setting up and other overhead expenses, and finally note settlements, a thing uncommon in connection with barn equipment sales.

### The New Samson Tractor

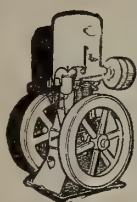
The Samson Tractor Co., Janesville, Wis., the tractor selling division of the General Motors Corporation, now have upon the field a new model Samson tractor, designed to pull two 14-inch plows or three bottoms under favorable conditions. About a year ago the General Motors Corporation entered the tractor line through the purchase of the Samson Sieve-Grip Tractor Co. of Stockton, Cal. That company for several years has manufactured a medium high-priced tractor. The model M evidently will make a strong bid for the moderate priced two-plow trade.

### Britain's Machinery Imports

The imports of farm machinery by Great Britain in the years 1915 and 1917 show an increased demand for American-made implements.

In 1916, 4,056 tons were imported, at a value of \$205,497. In 1917 this increased to 15,872 tons with a value of \$1,316,389. Of the 1917 total, 15,487 tons came from the United States and 379 tons from Canada.

Say where you saw the ad.



## NOVO Gasoline and Kerosene ENGINES

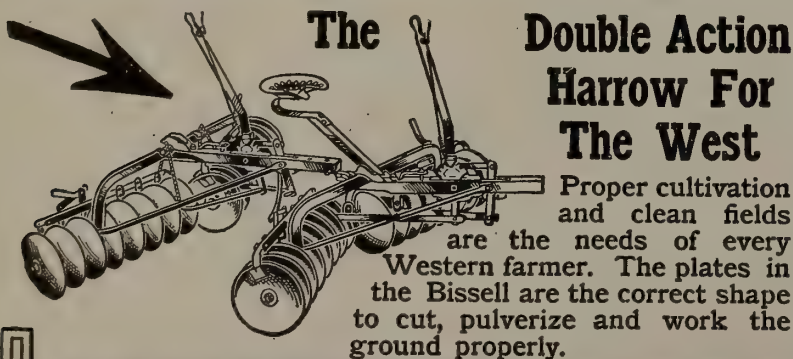
**DUST PROOF.** The crank case is enclosed. The crank runs in oil adding double to the life of the engine.

**FROST PROOF.** Not necessary to drain off the water in freezing weather. A written guarantee against damage by freezing with every engine.

A NOVO ENGINE MAY COST a little more, but it is cheaper in the long run. Over 40,000 now in use.

SEND FOR CATALOGUE No. 40  
AGENTS WANTED IN ALL UNOCCUPIED TERRITORY.

**LONDON CONCRETE MACHINERY CO., LTD.**  
Dept. K, LONDON, ONTARIO  
World's Largest Manufacturers of Concrete Machinery.



## The Double Action Harrow For The West

Proper cultivation and clean fields are the needs of every Western farmer. The plates in the Bissell are the correct shape to cut, pulverize and work the ground properly.

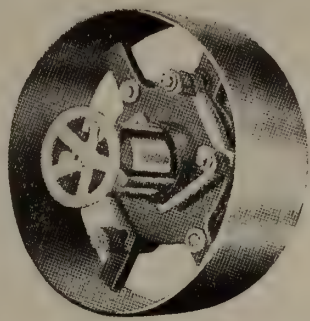
## BISSELL DISK HARROWS

Simplicity of construction, every part built for business, proper balance and the knack to get right down to perfect work make the 'Bissell' ideal for Western farms. These double action harrows have one disk out-throw, the other in-throw, giving two full width cuts. Connect up 4, 6 or 8 harrows with engine power for a large complete Disking Outfit.

Write any of the John Deere Plow Co., Ltd. Branches, addressing Dept. E.

**T. E. BISSELL CO., Limited, ELORA, ONT.**



MADE IN  
CANADAMADE IN  
CANADA

## BERNARD'S DOUBLE FRICTION PULLEY FOR GAS, GASOLINE AND OIL ENGINES

Powerful, well built, easy to attach to engine and simple to operate.

Now is the time to make arrangements for your next season's requirements.

Give the "Bernard's" a trial this year  
It is worth consideration.

DEALERS: CATALOG AND FULL PARTICULARS  
ARE YOURS FOR THE ASKING

### The A. Bernard Industrial Co.

Manufacturers of High-Grade  
Power Transmission Appliances

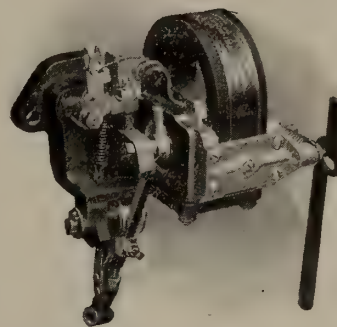
Office & Works: FORTIERVILLE, QUEBEC, CAN.

## WEBSTER TRI-POLAR OSCILLATOR

An ever increasing majority of stationary engine manufacturers use the Webster Tri-Polar Oscillator.

That in itself should open your eyes. But in addition there are nearly half a million now in service. From among thousands of letters received, the following is typical:

"I have used a Webster Tri-Polar on a 12 H.P. kerosene engine for four years, operating a 4 K. W. electric light plant and it has given such good service *I am at a loss* to know why all manufacturers of standard engines do not put them in their regular equipment."



In view of such wide endorsement, are you insuring 100 per cent ignition service by using the Webster Tri-Polar Oscillator?

There are no stock Webster Tri-Polar Oscillators. Each is made to meet the exact requirements of the engine for which it is designed. Write us to-day for full information.

Remember—"If it isn't a Webster Tri-Polar it isn't a real Oscillator."

WEBSTER ELECTRIC CO.  
RACINE WISCONSIN

### Pointed reasons for Turner popularity.

Burns kerosene perfectly. Air heated before entering carburetor and mixture heated before entering cylinder—perfect combustion results; no waste. Real kerosene economy. Water attachment for hot weather or heavy pull.

Plow hitch directly in center of tractor. No loss of power from side draft. Plows hold in furrow—do better work. Front of tractor holds to ground on steepest hill-side or with hardest pull.

All parts easy to get at. Clutch exposed by removing 2 bolts; 4 bolts exposes entire case for relining. Remove 12 nuts and transmission cover comes off—exposing gears for repacking or adjustment.

Independent footbrake for each driving wheel. Facilitates short turning, quick stopping and easy handling on bad ground.

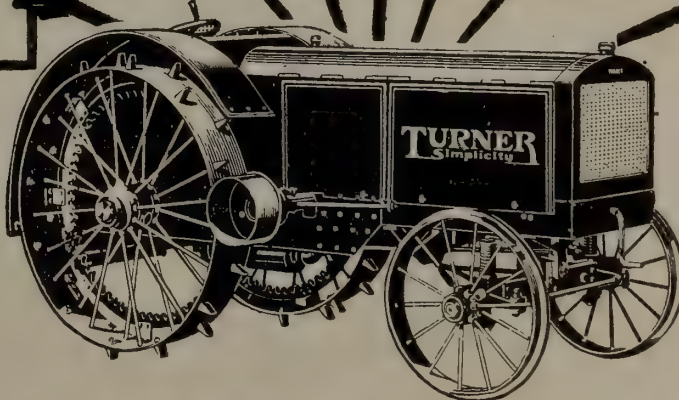
Front wheels placed under tractor—gives the shortest turning radius—only 6½ to 7 feet.

Pulley wheel so arranged that operator can use it either with tractor facing forward or backward. Size of pulley easily changed.

Two sizes. 12-20 and 14-25. Send for complete specifications and sales-winning dealer's proposition.

Turner Mfg. Co., 215 Lake St.  
Port Washington, Wisc.

A complete stock of Turner tractors, parts and service equipment is carried by the Turner Tractor Sales Company, 195 Portage Ave., Winnipeg, with branches in Regina and Calgary. This brings Turner service within easy reach of both farmers and dealers of Canada.



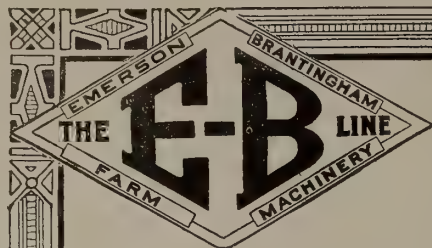
Turner Tractor Sales Company, 195 Portage Ave., Winnipeg, Man., Canada. Branches in Calgary and Regina. Other distributing points in Canada. Eug. Julien & Co., Quebec, Que., Canada. Maxwells, Ltd., St. Mary's, Ontario, Canada.

THE  
PRACTICAL  
TRACTOR

# TURNER Simplicity

THE  
PRACTICAL  
TRACTOR





## Get It! Don't Miss This Opportunity! Biggest Tractor

**A**RE you going to let the other fellow secure this tractor and the tractor business of your community?

Not if you're a live business man capable of selling tractors and cashing in on the big advertising and sales work done for you by the Emerson-Brantingham Implement Company.

If there's no E-B dealer in your town and you can sell tractors—

### Write for E-B 1919 Contract, Advertising Plan and Dealers' Aid

the most complete, well-planned tractor selling campaign for dealers to be found anywhere.

It backs you up, breaks ground for your sales work, gives you thorough co-operation and makes big tractor sales easy if you have sales and business ability to take advantage of E-B help.

### Most Power for the Weight and Money Ever Offered

that's what you have for your customers in the E-B 12-20 (S. A. E. Rating) Model AA. 25% more power than rating—actual 15 horsepower on drawbar and 25 horsepower on the belt.

### Read Over These E-B 12-20 Model AA Features

**E-B Standard Four-Cylinder Heavy-Duty Motor** built especially for tractor work. Every part extra strong and durable. Construction for kerosene fuel assures biggest power from this fuel. Unfailing cooling system.

**Bennett Kerosene Carburetor.** Gets maximum amount of explosive gas from every drop of kerosene.

**Bennett Air Cleaner** protects cylinder walls and pistons from wearing effects of dust.

**Modine Spirex Radiator** provides extra cooling surface to take care of extraordinary heat of kerosene fuel.

**K-W High-Tension Magneto with Impulse Starter** enables operator to start motor without spinning. "Just turn it over."

**Hyatt Roller Bearings,** the most dependable for heavy tractor loads.

**Bantam Ball Thrust Bearings** on all shafts and gears subject to thrust.

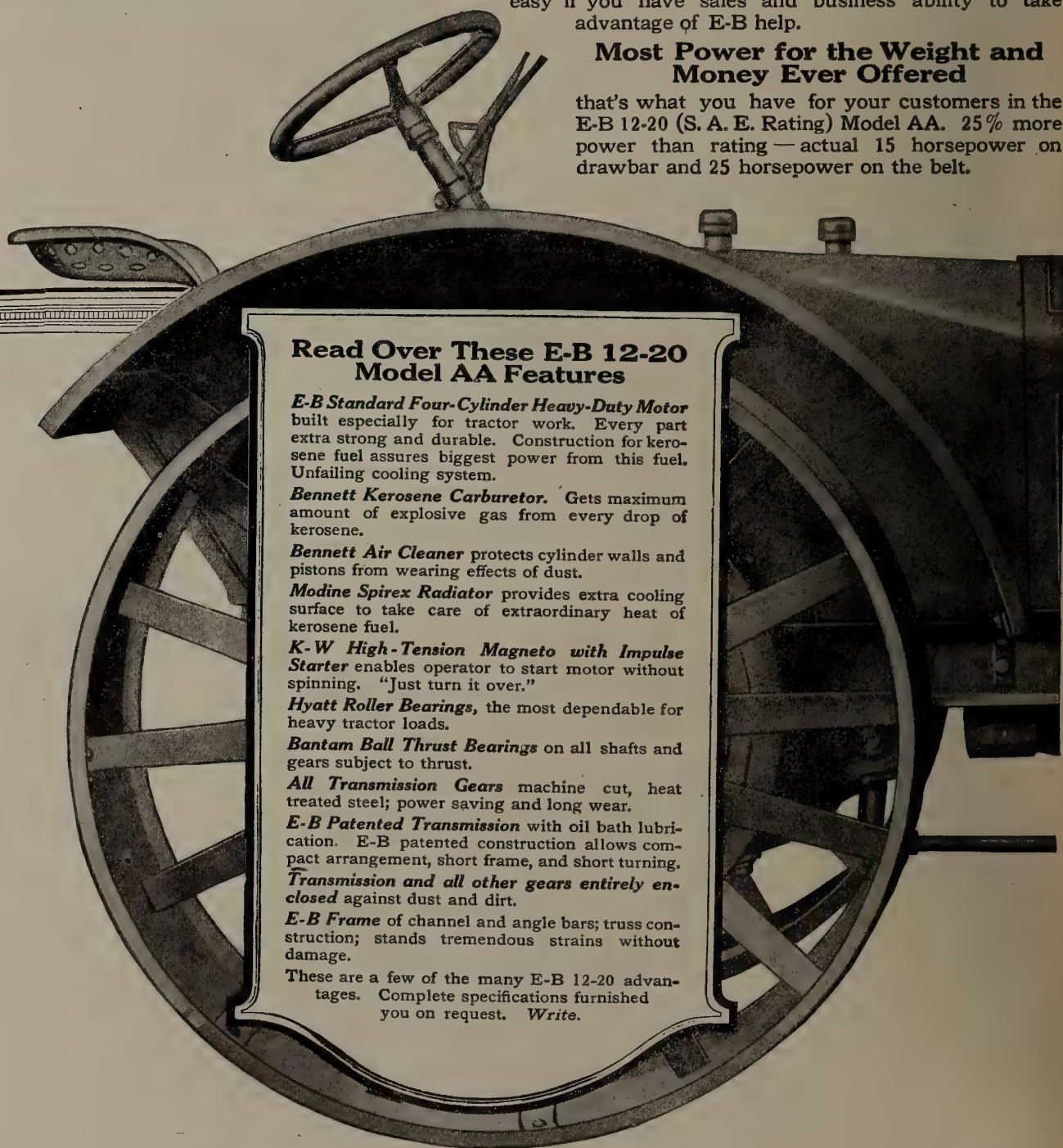
**All Transmission Gears** machine cut, heat treated steel; power saving and long wear.

**E-B Patented Transmission** with oil bath lubrication. E-B patented construction allows compact arrangement, short frame, and short turning.

**Transmission and all other gears entirely enclosed** against dust and dirt.

**E-B Frame** of channel and angle bars; truss construction; stands tremendous strains without damage.

These are a few of the many E-B 12-20 advantages. Complete specifications furnished you on request. Write.





# Tie Up the Tractor Business Near You for the Year in History

## A Three-Plow Tractor With Power to Pull Four Plows in Loose Soil

and with the endurance to keep it up 24 hours a day if necessary. The E-B 12-20 Model AA *can* do this sort of thing; *has* been demonstrating for two years; *is* doing it today; *will* do it for your customers.

## The E-B Agency Means a Clean-Up of the Tractor Business

because the E-B 12-20 Model AA proves its superiority in the field in no time against *any* competition, large or small. You can demonstrate power, easy handling, because—

## Women and Boys Are Running Model AA Tractors Everywhere

Showing the ease of handling with the E-B automobile control. Don't forget E-B proved economy in fuel and oil.

## Building Implements For 66 Years; Building Tractors For 12 Years

You're not handling an experiment, but a finished product that will do more than you promise.

## The E-B 12-20 Is Ready, Are You?

Prove to us that you can sell tractors in your community and we'll prove to you that there's only one tractor you want to sell. Write.

**EMERSON-BRANTINGHAM IMPLEMENT COMPANY, INC.**  
Established 1852

REGINA, SASKATCHEWAN  
TUDHOPE, ANDERSON CO., WINNIPEG, MANITOBA, CAN.

*The Most Complete Line of Farm Machinery Manufactured*



**E-B 12-20**  
**S·A·E Rating**  
**Model · A A**  
**Kerosene Tractor**



## The Closing Year


The end of another year is at hand, and after four Christmases which have dawned upon a world anguished by war, we are glad to think that we approach another Christmas when we may truly speak of Peace and Goodwill. The echoes of the last shot have reverberated over the blood-sodden terrain of Northern France and Flanders; at last our dead who died to save the world from militarism, may sleep in peace "in Flanders' fields."

But, war and the deplorable epidemic that has swept the Canadian West, mean many homes where this Christmas sorrow and bereavement will ghost-like overshadow the season sacred to peace and joy. It is our individual duty to care for, cheer and hearten those who mourn—to see that this Christmas every soldier's child whose father will never come back, will have its little gift.

Our duty in the farm machinery industry was never more clear-cut than on the threshold of 1919. The world looks to the North American continent for food. The farmer realizes that the need for food production is even greater than was the case during the years of war. At the basis of quantity food production is the modern farm machine, and behind it are the men who manufacture and merchandise farm implements. Seventy-five years ago it required three hours of a man's time to produce a bushel of wheat. Today, by the use of modern machinery, this has been reduced to ten minutes. It is estimated that one-fifth of the entire acreage of the agricultural areas of this continent is required to feed the draft animals that are necessary to raise the crops. Every tractor which replaces six to twelve horses will, it is computed, become the direct means of solving the food problem for from six to ten average families.

The tractor and modern power farming equipment save both man power and horse power, and also save food—and the world is in dire need of food.

During the war years many farmers have not purchased new machinery, but have used their old implements. These must now be replaced. This, with the normal demand, means a great future volume of farm machinery business. Prices for farm machinery will not materially decline for some time to come, as 1919 implements are made from raw materials purchased at unprecedented prices. Liberal stocks can



**CANADIAN FARM IMPLEMENTS**

THE OFFICIAL ORGAN OF THE  
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION  
AND  
SASKATCHEWAN RETAIL IMPLEMENT DEALERS' ASSOCIATION

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A MONTHLY NEWSPAPER  
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF  
FARM IMPLEMENTS, VEHICLES, ENGINES AND MACHINERY

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Established in 1904 and Published Monthly by  
**Canadian Farm Implements, Limited**  
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Change of Advertising Copy should reach this office not later than the 25th of the month preceding issue in which insertion is desired.

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**CORRESPONDENCE**  
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

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WINNIPEG, CANADA, DECEMBER, 1918

safely be maintained by the dealer.

Fighting is over, but the food problem is not, and with good prices for farm produce assured, the farmer will make a heavy demand for operating equipment. The farm implement industry will continue busy for many months to come.

A personal word: With this issue we complete our fourteenth year of publication as the only implement and tractor trade journal in the Canadian West. During the year we have consistently endeavored, under very trying conditions in the publishing business, to be of service to every subscriber and advertiser. For the heartening messages sent us, and the comment made upon our efforts, we thank our many friends.

In closing, we desire to thank our advertisers everywhere for their continued loyalty and support. In the coming year we hope, as in the past, to serve them to the best of our ability.

To each of our friends, whether personal acquaintances or intimates through the printed page—to dealers, jobbers, manufacturers, we extend our heartiest greetings at this season.

May your efforts in the coming year bring you a full measure of success. To you and yours we wish Health, Happiness and Prosperity, and, wherever located, we extend you the hand-clasp of friendship this Christmastide.

## Tractor Production in the United States

From data compiled by the U.S. Department of Agriculture, a good idea is gained of the progress made in tractor production in that country. A questionnaire was sent out from Washington last fall to 240 tractor-building concerns. Between 40 and 50 of these were, however, only in an experimental stage, so that it may be taken that in the United States practically 200 factories are now manufacturing tractors.

In 1916 the number of tractors manufactured in the United States is shown to have been 29,670. In 1917 this was increased to 62,742. From January 1 to June 30 of the present year, the output was 58,543, or more than as many as had been produced in the previous twelve months. For the entire period—January, 1916, to June 30, 1918—the entire tractor production of the United States was 150,955.

The number of tractors sold to users in 1916 was 27,819, and during 1917 it was 49,504. To exporters during 1917 there were 14,854 tractors sold, and during the first six months of 1918 the exporters purchased 15,610 machines, almost a thousand more than during the entire previous year.

The number of tractors on hand, in transit or in the hands of dealers at the time of the making of the report, August, 1918, numbered only 11,388.

## Ordering Repair Stocks

The implement and tractor dealer in the coming year will have to co-operate in every way possible with manufacturers and distributors so as to bring about some definite plan of action relative to the supply of repairs. It would greatly facilitate this business if dealers and consumers ordered all repair parts for tractors and power machinery out of season.

The repair stock carried by a large number of manufacturers is so enormous in size and covers so many different types of machines that unless care is exercised by the dealer ordering repair parts, great delay in delivery will result, due to either an incorrect description, or a wrong number being furnished when the part is ordered. To eliminate the possibility of this complication arising, every dealer in farm tractor and threshing outfits should procure a repair parts list, covering the type of machine he handles, and should order repair parts from this list, doing so in strict conformity with the information furnished.

## Council of Agriculture Wants Implement Duties Removed

The Canadian Council of Agriculture, which met at Winnipeg during the last week in November, decided that one of the planks of the farmers' platform would be that the reciprocity agreement of 1911 between the United States and Canada be accepted by the Dominion.

The council, in their resolutions, demanded a league of nations as an international organization for peace, also opposed any attempt to centralize Imperial control.

They also asked for an immediate and substantial all round reduction of the customs tariff, with a reduction of one-half in the rates charged under the general tariff on goods imported from Great Britain. In addition, further gradual, uniform reductions in the remaining tariff on British imports that would ensure complete free trade between Great Britain and Canada in five years. On the question of farm equipment and supplies, the resolutions of the Council of Agriculture were:

"That agricultural implements, farm machinery, vehicles, fertilizers, coal, lumber, cement, illuminating fuel and lubricating oils be placed on the free list, and that all raw materials and machinery used in their manufacture also be placed on the free list.

"That all tariff concessions granted to other countries be im-



mediately extended to Great Britain.

"That all corporations engaged in the manufacture of products protected by the customs tariff be obliged to publish annually comprehensive and accurate statements of their earnings."

### Tractor Schools Invaluable

In the tractor business, from the dealers' standpoint, there are two essentials. First, a thoroughly good tractor to sell; second, the necessity of educating the user to care for his machine in such a way as to get the best tractor service possible.

In this work of tractor education the tractor schools conducted by the large tractor companies are of the greatest value to the trade. They teach the men who buy tractors from the dealer to properly care for and handle their machinery. This, in the end, means fewer service demands upon the dealer and takes up less of his time.

From the standpoint of personal efficiency, it will pay any tractor dealer to attend one of these tractor schools during this winter and spring. He will find schools specially arranged for the needs of dealers, and by a course at one he can gain a great deal of valuable knowledge. When he returns to his territory he can do much to further tractor business by imparting the knowledge gained by study and experience to those men to whom he has sold tractors, and also to farmers who are prospects in this line.

### Keeping Systematic Accounts

Every progressive merchant should adopt a proper accounting system for the good of his business. In no other way can he further his financial interests more effectively. It has been proven time and time again that accurate accounts are absolutely essential to success in business. The merchant who has a good accounting system is able to eliminate waste and unnecessary expense, and can so control his purchases and his credits as to greatly lessen the chance of failure. The inventory, which can not be taken without some form of accounts, is the compass of a business. Without it the direction in which the business is heading either for success or failure can not be determined.

In the complexities of modern business costs must be calculated with certainty in order to determine what the selling price of an article should be in order to yield a reasonable profit. This is impossible without books of account.

The bad-debt loss of the Dominion, which runs into large figures annually, is due in large measure to inexperience and inability. If merchants would keep even the simplest books of account the bad-debt wastage would be reduced materially, for inability and inexperience are usually marked by the absence of an accounting system.

Owing to the withdrawal of man power from commerce it is essential that every business man be more frugal and exert himself more effectively to conduct his business efficiently. Extra effort put forth in carrying on the business so as to increase volume at less expense will decrease the chance of failure and increase the earnings of the merchant.

The dealer who knows the exact condition of his business from day to day has an immeasurable advantage over the individual who has no records upon which to base his operations.

### Standardization to Continue

After the war it will be wisdom in the farm machinery industry to maintain the policy inaugurated owing to war conditions of conservation and standardization in implement production. The continuance of this policy on the part of manufacturers will make for a saving in materials, money, and labor, and a consequent increase in productive capacities. Standardization of types and styles in various classes of farm machinery would make for cheaper costs of production and resulting therefrom lower prices to the consuming public. The possibilities from such economies has constituted one of the great lessons learned from the war by the farm implement industry of this continent.

In the United States it is the sentiment of the industry that the agricultural implement and vehicle eliminations ought to stay put, and the best ground for hope of universal acceptance of this view is to be found in the circumstance that the farm equipment trade is so well organized.

### What the Tractor Does

Has the tractor proven its value? For an answer, look at Kansas as one tractor-using area in this continent. In the past year the tractor has been doing the work of eighteen to twenty thousand men in that state. The sale of tractors has increased by one hundred per cent, so satisfactory has been the results of tractor farming.

The tractor operator can raise larger crops because he plows

deeper, can make a better seed-bed, can cultivate and till the soil more and better after the crop has been planted: he can double his output—that is, he can tend more than twice as much land, and he can do it better and with less labor and with less expense. Therefore, he can make more crops grow on the same area that he heretofore farmed with horses, but in addition he can accomplish this same result over more than twice the area.

Dealers who do not get into the tractor business next year are overlooking a line which is essential to greater production, and one that offers them unlimited opportunity in increasing their volume and profits.

### Milking Machines No Longer an Experiment

The milking machine has been on the market for more than 25 years. They are past the experimental stage and are giving the best of satisfaction in the hands of many users.

Many milking machines are now in use and their successful use in large numbers is sufficient evidence that they are all right when properly used. This machine saves a great deal of hand labor, making it possible for one man to milk 25 to 30 cows in an hour, although extra time is required for cleaning the machines. The milking machine does not injure the cow in any way and the animals prefer it.

### The First Plow

By Walt. Mason

Old Tubal Cain was badly bored by all the wranglers of his day; he made a plowshare of a sword, and thought that war was done away. "Gee whiz," he said, "when people see how much a plowshare beats a sword, they'll get a forge and try, like me, to sanely earn their bed and board. The tools of war I laugh to scorn, no worthy triumphs have they won; a man can't cultivate his corn with any sort of patent gun. War makes the weary nations weep, and agriculture makes them grin; no husbandman can shear his sheep with catapult or culverin." Alas for good old Tubal Cain, and all the lessons that he taught! His bright example was in vain, forever since we've scrapped and fought. The steel that should have made a spade, if we had followed up his plan, was used to form a flashing blade, with which to carve our fellowman. The metal that would form a plow became a sword of weight and size, to slice a fellow from his brow clear down to where his wish-bone lies. I wonder if we're wiser now, since war has bled the nations white? Shall we proceed to make a plow, and say to sword and guns, "Good night"? Or will we rest nine years or ten, and then get hungry for a scrap, and say, "Give me the sword again—we want to disarrange the map"?

### Personal

W. J. Taber is a new automobile dealer at Sceptre.

H. A. Last has discontinued his implement business at Meecham.

The Virden Motor Co., Virden, has been sold out to G. F. Smith.

Wiebe & Dick are proprietors of an automobile business at Altona.

James Craig, a harness dealer at Marcelin, died early in November.

D. O. Sherburne is now operating an automobile business at Nevis.

The owners of the Elite Garage, at Melville, have dissolved partnership.

Fletcher & McGregor are carrying on an automobile business at Melfort.

E. Iles is the name of a harness dealer who recently opened up at Hardisty.

We regret to note the death of C. V. Ross, an automobile dealer at Assiniboia.

The Universal Vulcanizing Co. is a new concern now operating in Saskatoon.

F. M. Harpold, a dealer in the town of Young, has sold out to E. M. Young.

A new concern in Calgary is known as the Motor Accessories & Specialty Co.

A. B. Chapman, a harness dealer in Edmonton, died the last week in November.

Anton Stemler, a harness merchant at Dysart, is a victim to the influenza epidemic.

H. H. Kerr, an automobile dealer in Calgary, died the last week in November.

A. B. Chapman, a harness dealer in Edmonton, passed away in that city recently.

A. J. Prescott has discontinued his farm machinery business in the village of Vonda.

E. J. Porte, an implement dealer at Niverville, recently visited the jobbers in Winnipeg.

We regret to note the death of Fred Ansell, a hardware and farm equipment dealer at Galahad.

A. Wilkinson, a carriage maker and dealer at Nanaimo, has sold out his interests in that town.

H. Graham, a harness dealer at Ceylon, was a victim of the epidemic which is sweeping the West.

Stay Bros., implement dealers at Krydor, have registered a partnership in their business at that point.

R. R. Snell, of the Farmers' Supply Co., at Cabri, a concern handling farm machinery, died recently.

A. T. Friesen, an implement



dealer at Rush Lake, has sold out his business at that point to A. B. Unger.

Shaw & Bond, automobile dealers at Innisfail, have dissolved partnership in their business at that point.

Minion & Wilken will commence an automobile agency concern and garage at Yellow Grass next spring.

The Melville Hardware & Harness Co. is a newly organized concern in the town of that name in Saskatchewan.

The estate of the late O. Tielan, formerly an automobile dealer in Vancouver, has been sold out to Truin & Smith.

The automobile business of C. E. Guthrie, at Eston, has been taken over by the Eston Machine and Auto Company.

I. C. Brown, formerly of the John Deere Plow Co., Calgary, is now taking an officer's course at a U.S. camp in Georgia.

The McGregor Motor Co., Limited, Brandon, has changed the name of the organization to Western Motors, Ltd.

It is reported that Johnson Bros., hardware and implement dealers at Minto, are advertising their business for sale.

Douglas & Thompson have bought out the automobile busi-

ness at Moosomin, formerly carried on by C. A. McLean.

L. Cannon, sales manager of the Gasoline Engine & Supply Co., Winnipeg, was a visitor to the States during November.

Peter Wright, implement dealer at Neville, died during November. The deceased was very popular in his town and territory.

J. W. Tarlton, formerly on the collection staff of the John Deere Plow Co., Regina, has been transferred to a block in that territory.

The Consolidated Motors Limited, Winnipeg, have applied for authority to increase their capital stock from \$50,000 to \$100,000.

A change in management is reported in connection with the Togo Garage, an automobile concern in the Saskatchewan town of that name.

In a fire that swept Dunrea, Robert Dunlop, implement dealer, suffered fire loss, and the implement business of E. Gregg was burned out.

J. W. Thompson, who carried on a general store and implement business at Young, has sold out his implement interests to Burton & Laurence.

G. R. Heanen, formerly a collector with the International, in Weyburn district, has returned to

Canada after two years on active service.

Lee Madden, jobbing sales manager for the Stover Mfg. Co., Freeport, Ill., paid a visit to the leading Western Canadian cities during November.

H. F. Anderson, manager of the Tudhope-Anderson Co., Winnipeg, paid a visit to Calgary and other points in Alberta in the last week of November.

J. P. Switzer, formerly of the Lethbridge branch of the International Harvester Co., has been transferred to the Weyburn branch of the company.

Walter Gratias, Saskatoon, distributor in Saskatchewan for Lauson tractors, paid a visit to Winnipeg early in December.

Mr. McLenaghan, of McLenaghan & Taylor, Lethbridge, is paying a visit to the John Lauson factories at New Holstein, Wis.

P. J. Grout, the popular manager of the Twin City Separator Company, Winnipeg, accompanied by Mrs. Grout, recently spent a few days in Minneapolis.

J. M. Robinson, general sales manager of the Acme Harvesting Machine Co., Peoria, Ill., recently visited Winnipeg arranging for specifications for next year's business.

A. E. Donovan, manager of the Cushman Motor Works of Canada, Winnipeg, recently returned from a business trip to Minneapolis and other points in the south.

D. B. Macleod, the popular sales manager of the John Deere Plow Co., Winnipeg, will visit the Deere factories at Moline, Ill., and Waterloo, Iowa, at the end of the year.

J. A. Rollefson, the popular implement dealer at Swift Current, has been carrying on an aggressive local advertising campaign on fanning mills. He reports good business as a result.

J. A. Buchanan, the genial collection manager of the John Deere Plow Co., Calgary, is the proud dad of a baby boy. "Buck" says that caddies are expensive, so he decided to raise his own.

Bert Conway, the farm machinery distributor at Regina, paid a visit to Winnipeg early in December. Mr. Conway reports a good season's business and looks forward to a big business next spring.

S. C. Lamontagne, of the harness firm of W. Bourke & Co., Brandon, died at the end of last month. Deceased was known to a wide circle of business men and his death is deplored by many friends.

H. Middleton, manager of the Miller Tire Co., Winnipeg, was

a business visitor to Regina and Calgary during November. Mr. Middleton reports a very satisfactory demand for Miller tires and accessories.

Mr. Holcomb, representative of the John Lauson Mfg. Co., New Holstein, Wis., visited Winnipeg recently. He reports an excellent demand for Lauson tractors, and the factory busy on 1919 production.

The stock, patents, etc., of the Hero Manufacturing Co., Winnipeg, manufacturers of fanning mills, has been sold to the Twin City Separator Co., Winnipeg, manufacturers of the Bull Dog line of grain cleaners.

D. G. McConkey, star salesman for the Renfrew Machinery Co., Renfrew, Ont., cream separator manufacturers, died the end of October. The late Mr. McConkey was only thirty-three, and leaves a widow and four children.

I. J. Haug, manager of the Canadian Avery Company, Winnipeg, took a few days off from business last month, and went out on a hunting trip. Mr. Haug is quite a Nimrod, and reports a good kill in the north woods.

S. E. Ross, advertising manager of the Hart Grain Weigher Co., Peoria, Ill., recently made a business trip through Western Canada, during which he made his annual round-up and checking of the houses who handle the feeders produced by his company.

E. A. Kemp, manager of the tractor department of the Canadian Fairbanks-Morse Co., Winnipeg, reports an excellent season's business with the Wallis tractor. Mr. Kemp looks forward to a big selling season next spring for this popular tractor.

F. B. Martin has resigned the position as secretary and manager of the Nilson Tractor Company, Minneapolis, which he has occupied for the past two years, and removed to Stockton, Cal., where he becomes distributor of Nilson tractors in northern California.

F. J. Sprung, sales manager of Deere & Co., Moline, Ill., recently visited the Winnipeg branch of the John Deere Plow Co. Mr. Sprung proceeded west to the branches at Calgary and Regina. He reports the Deere factories as being busy on goods for the coming year.

E. J. Gifford, sales manager of the Stewart Sheaf Loader Co., Winnipeg, was a recent business visitor to Fargo. Mr. Gifford reports that the sheaf loader enjoyed a large sale in the vicinity of Fargo during the past year, and looks for a good demand from North Dakota during 1919.

# DUNHAM

## CULTI-PACKER

TRADE MARK REG.



## DEALERS BUY CARLOADS

How many tools in your line do you order in straight carload lots?

That is exactly what dealers with only average implement business are doing with the Culti-Packer. Two or three carloads a season is not unusual.

Every farmer is a prospect.

The Culti-Packer is a new tool, yet it is based on such good sound farming sense that it has won the instant endorsement of farming authorities everywhere.

You can actually sell seven out of ten farmers you demonstrate it to, and many dealers have made even better records than this.

**THERE'S BIG VOLUME and CLEAN PROFIT in CULTI-PACKERS**

**FOR SALE BY**

**JOHN DEERE PLOW COMPANY, LTD.**

Winnipeg Regina Saskatoon Calgary Edmonton Lethbridge

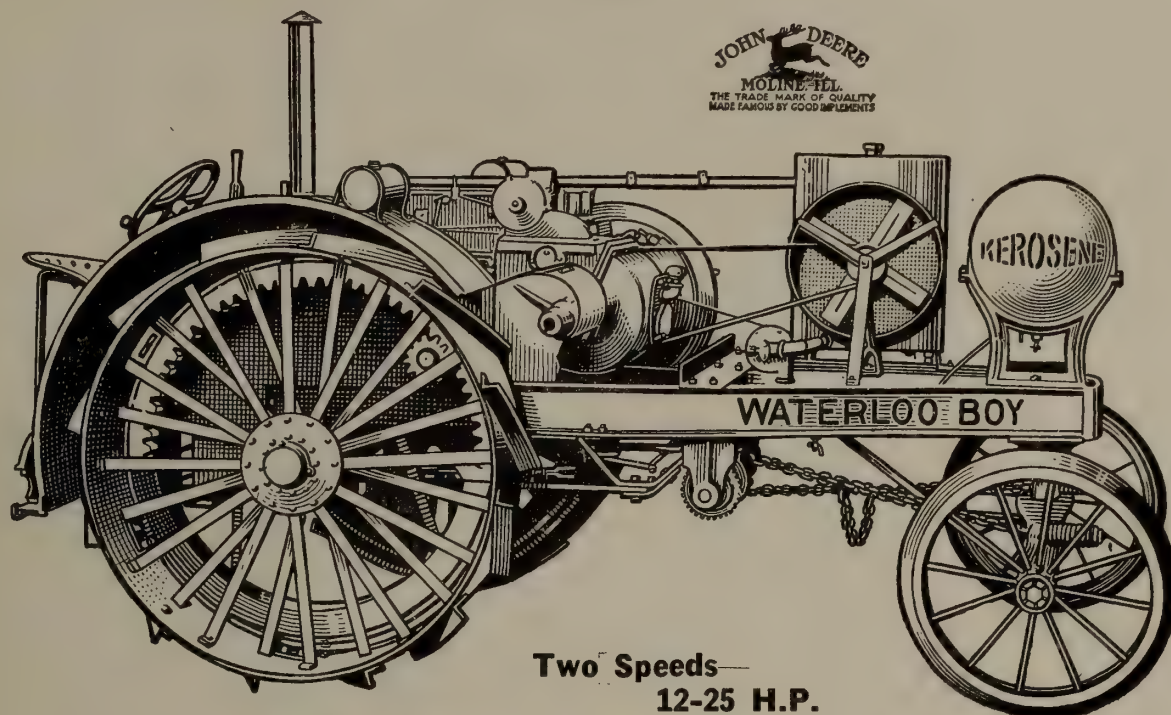
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**THE DUNHAM CO. BERE, OHIO**



A  
Merry  
Christmas

and

A  
Happy  
New Year



## WATERLOO BOY

### ORIGINAL KEROSENE TRACTOR

#### WATERLOO BOY FEATURES

Powerful quick starting 12-25 H.P.; two speed motor—our own make.

Motor runs without vibration—no racking of mechanism.

Ample reserve power for three 14in. bottoms—belt power for all farm needs, including threshing.

Patented, inbuilt manifold, makes the Waterloo Boy the leader in fuel economy.

Steel cut, case-hardened gears, Hyatt Roller Bearings, dust proof gear construction, circulating splash and plunger pump lubrication—reduce friction, prevent wear, insure maximum power with minimum upkeep cost.

Centrifugal fly-ball governor, gear driven, permits instant change of speed.

All parts accessible—it's a tractor any farmer can operate.

#### ANNOUNCEMENT

We take pleasure in announcing that the Waterloo Boy Kerosene Burning Tractor is now a part of the great John Deere line of farm implements and farm machinery that we handle.

Realizing that the tractor is to play a big part in greater crop production next year and in future years, we are prepared to give special service in connection with the reliable, economical Waterloo Boy.

The Waterloo Boy's four years of success have proved that it is a mighty good tractor for the farmer to use and for the dealer to handle.

Write to us for full information on our plans for helping dealers meet the demand for Waterloo Boy Tractors.

#### WHAT THE WATERLOO BOY DOES

Pulls three-bottom plow at full plowing depth in ordinary soil.

Pulls double action disc harrow and culti-packer, completing seed bed-making in one operation.

Pulls two 8-foot binders.

Pulls two Van Brunt Drills (any size).

Operates 24 and 26 inch separators.

Adapted for other drawbar and belt work in like proportion.

And remember, the Waterloo does this work at lower fuel cost because its patented kerosene manifold turns every drop of low-priced fuel into pure gas.

The John Deere Waterloo Boy and The John Deere Light Tractor Plow  
The Greatest Plowing Combination ever offered

WE HAVE AN ILLUSTRATED CATALOG FOR YOU

# JOHN DEERE PLOW CO., LIMITED

WINNIPEG

Man.

REGINA

Sask.

SASKATOON

Sask.

CALGARY

Alta.

EDMONTON

Alta.

LETHBRIDGE

Alta.



David Drehmer, Winnipeg manager for the John Deere Plow Co., has been appointed chairman of the Agricultural Implement section of the new Greater Winnipeg Board of Trade. The Board of Trade certainly knew what it was about in assuring success to this section.

E. J. Benedict, for eight years manager of the Emerson-Brantingham Implement Co., Regina, has assumed the position of assistant manager of the Emerson branch house in Minneapolis. Mr. Benedict, who was well known to the Western Canadian trade, was succeeded at Regina by H. E. Grebe.

George N. Peek, vice-president of Deere & Co., Moline, Ill., will direct the shipping of American materials which are to be sent to aid reconstruction work in devastated Belgium. Mr. Peek is com-

missioner of finished products of the United States War Industries Board. He has been affiliated with the board since its organization.

We regret to report the death, on November 14th, of the wife of Albert Prugh, manager of the Gray Tractor Co. of Canada, Winnipeg. Death was due to pneumonia, and interment took place at Breckenridge, Minn. The deceased lady was very popular, and her death at an early age is mourned by a wide circle of friends.

W. C. Warren, assistant manager of the J. I. Case Plow Works, Minneapolis branch, was a recent visitor to the Canadian West. It is reported that Mr. Warren has resigned his position at Minneapolis in order to assume an important executive post in another organization. He has been assistant manager at Minneapolis for 13 years.

J. E. Walsh, a well-known authority on Canadian transportation questions, has been appointed general secretary of the Canadian Manufacturers' Association. He succeeds G. M. Murray, who takes over the duties in connection with the association. Mr. Walsh has been associated with the Manufacturers' Association for over twelve years, in charge of the transportation department. His services have been of great

value to shippers generally throughout the Dominion.

R. S. McLaughlin, of Oshawa, president of the McLaughlin Motor Car Co., Ltd., has been elected a director and member of the executive of General Motors Corporation, a three hundred million dollar corporation with main offices in New York. General Motors in the United States controls Buick Motor Co., Cadillac Motor Co., Oakland Motor Co., Chevrolet Motor Co., Olds Motor Co., Scripps-Booth Motor Co., G.M.C. Trucks and Samson Tractors and a host of subsidiary companies.

Fred C. Stevenson, Winnipeg, died during the second week in November of pneumonia following influenza. The late gentleman had lived in Winnipeg for twelve years, coming here as manager of the Ideal Fence Company. He was well known to the trade, and had a wide circle of friends in the Canadian West. A few months before his death he became superintendent of the supply department of the United Grain Growers. Mr. Stevenson was buried at Adrian, Mich. He is survived by a widow, two boys and a girl, to whom we extend the sympathy of the trade.

George W. Matheson, the well-known implement dealer at Craik, has sold out his business

at that point to Messrs. Harpold & Thompson of Young. The purchasers are both implement men of experience, and should be an acquisition to the community. Mr. Matheson handled a very complete line of steam and gas tractors, threshers, plows, and had the Massey-Harris and Cushman agencies. In the years he has operated a warehouse at Craik he has built up a splendid business, and made service a big feature in connection with his farm machinery establishment. George will be missed by the farmers in Craik district, but has had to leave business for a period, as he has been in poor health for the past year. We trust that soon he will recuperate and get back into the game.

### Implement Protection and Implement Life

The annual loss to farmers who do not fully protect their machinery is, as a whole, enormous. A great proportion is due to rapid deterioration from unnecessary exposure. Too often the blue sky is a roof for valuable machinery, and at present prices machines are too valuable property to stand neglected from season to season. Two hundred farmers in Iowa were asked their opinion as to the average life of farm machines when protected, as compared with machines left in the fence corners. Their statement shows practically a doubling of the life of all ordinary machines which were protected in an implement shed.

Following are the average life in years of implements, when housed and when neglected.

Machine.	Housed.	Unhoused.
Cultivator .....	12	7
Corn planter .....	17	7
Binder .....	14	7
Disc harrow .....	15	8
Dump rake .....	16	7.5
Side delivery rake .....	12	8
Drill .....	14	6.5
Plow .....	14	9
Hay loader .....	15	7
Manure spreader .....	12	6
Mower .....	15	9
Wagon .....	22	8

A Winnipeg implement man says: "The three great factors in the present century are the tractor, higher criticism of the scriptures, and socialism." Well, he can't get any argument out of us on the tractor part of it, anyhow.



1918



1919

## GREETINGS

To Our Friends in the Trade

May the close of the old year bring  
Peace and Joy to you all and may  
the New Year open to you the door  
of greater prosperity.



D. ACKLAND & SON, LIMITED

WINNIPEG



CALGARY





### Grain and Hay in One Crop

A new discovery is reported from England whereby it is hoped to grow large quantities of grain and hay in one crop, at the same time, saving the pasture. The enforced extension of the grain growing areas in the United Kingdom have encroached on the pasture areas to a very great extent. It is now believed possible to use the grass lands for growing oats and wheat and still keep them for grazing and for raising hay. The method involved was devised by an English farmer and was tried by him on a limited scale in 1917, with good success. This new method is as follows: In July, by the use of a specially devised drill, a winter cereal and an artificial fertilizer are simultaneously drilled through any grass land intended for haying the following year. By September or October the cereal will have made a top growth of from eight to ten inches. This is then grazed off with the grass by whatever live stock is turned out upon it, and the grain, normally an annual, is thus turned into a biennial by virtue of its yield of valuable grazing in the autumn preceding the year of the normal grain harvest.

The autumn grazing encourages and strengthens the roots of the cereal. Owing to the protection from frost given to the roots of the cereal by the covering of turf, normal spring growth begins earlier, more heads are thrown up, development is more rapid and the grain ripens at the same time as the hay, both being harvested together. The harvesting is done by means of an ordinary mowing machine fitted with an extra knife at the proper

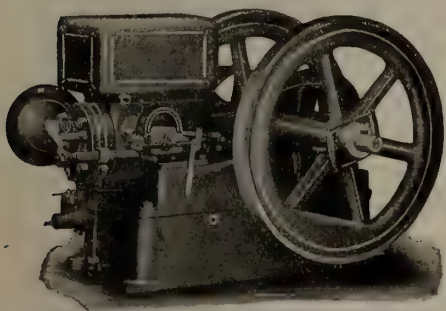
height above the grass to cut the heads of the grain. The lower knife cuts the hay as usual and the upper knife acts as a "header." A carrier behind the "header" knife deposits the grain in a separate swath.

#### Advantages Claimed

The advantages claimed for this method are many, the leading being as follows: Productive capacity of the land is doubled. Old and valuable grass land is improved. Economy of labor is realized. Plowing and harrowing are not needed, both crops are gathered together and seeding and rolling is done at the same time. Fertilizer is economized owing to the deeper rooted cereal taking up matter below the roots of the turf. Half the seed usually required is saved as there is more uniform distribution and a higher percentage of germination due to July planting.

It is claimed that under this method no permanent pasture need be broken up—rather that the larger part of the arable land might be put down to permanent pasture, only enough being allowed to a four-year pasture to alternate in the fifth with roots. The permanent pastures are in hay and grain one year and grazed the next. In the spring of the grazing year seeds of annual legumes can be planted through the pastures with the same machine as is used to drill in the grain, not only on account of their feeding value, but also to increase the nitrogen in the soil for the following cereal crop.

"God made the country and man made the town," runs the first line of the old verse. Still, that's no argument against good roads, pavements and such.



## JUMBO Kerosene- Gasoline ENGINES

3, 5 and 7 H.P.

### DON'T DECIDE ON AN ENGINE LINE FOR 1919 UNTIL YOU INVESTIGATE THE "JUMBO"

JUMBO Throttling Governor oil engines are built especially to use kerosene and cheap fuels as well as gasoline. Develop full-rated power; strongly built on iron sub base. Few parts—easy to operate and very durable. Throttling governor gives steady speed at all loads. No fuel pump required. Equipped with Webster magneto. Every engine shipped ready to run. There's a demand for the JUMBO in every district.

**Low-Priced—Dependable—Quality Construction**

**ASK THE NEAREST BRANCH ABOUT JUMBO ENGINES**

Manufactured by **Nelson Brothers Company** Saginaw, Mich., U.S.A.

WESTERN CANADIAN JOBBERS

**Tudhope-Anderson Co. Limited**

WINNIPEG

REGINA

SASKATOON

CALGARY



MAKING PERFECT SEED BEDS WITH AN "ACME" No. 23

## THE DEMAND OF THE TIMES

**B**OTH friends and former foes must be fed. America's quota calls for 6,000,000 additional tons of food. To produce this, farmers must have tools that speed up crop production. Yet such tools must be so simple and durable that they can safely be entrusted to inexperienced help.

### "ACME"

## Pulverizing Harrow

is the tool the times demand. "The Coulters do the Work"—make those perfect seed beds that increase yields. The draft is light; one team covers a large acreage. Yet the "Acme" is so safe, simple and durable that a boy, girl or woman can take a man's place. The comfortable spring seat does away with tramping over soft ground.

Many farmers delayed buying last year—repairing their old tools at the request of our Government. These farmers are ready to buy anew. Sell them "Acme" Pulverizing Harrows. But to make sure of your stock, order NOW.

*Send to-day for our Dealer's Proposition.*

*Also ask for Circular about "Acme"*

*DISC Harrow*

## DUANE H. NASH INC.

107 ELM STREET,

MILLINGTON, N.J.

GENERAL AGENTS:

## JOHN DEERE PLOW CO.

WINNIPEG

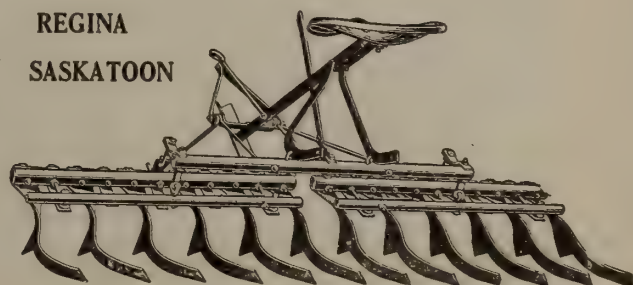
REGINA

CALGARY

SASKATOON

EDMONTON

LETHBRIDGE



No. 23 "ACME" PULVERIZING HARROW—Cuts 6½ feet wide



### Boyd Handling "Little Giant" Tractors

The N. J. Dinnen Co., Canada Building, Winnipeg, distributors for the "Little Giant" tractors, manufactured by the "Little Giant" Co., Mankato, Minn., recently closed a contract with J. L. Boyd, of Regina, to sell the "Little Giant" in Regina territory during 1919. Mr. Boyd is well known to the farm machinery trade in Saskatchewan, and the new connection should be to the advantage

of both Mr. Boyd and the Western Canadian distributors of "Little Giant" tractors.

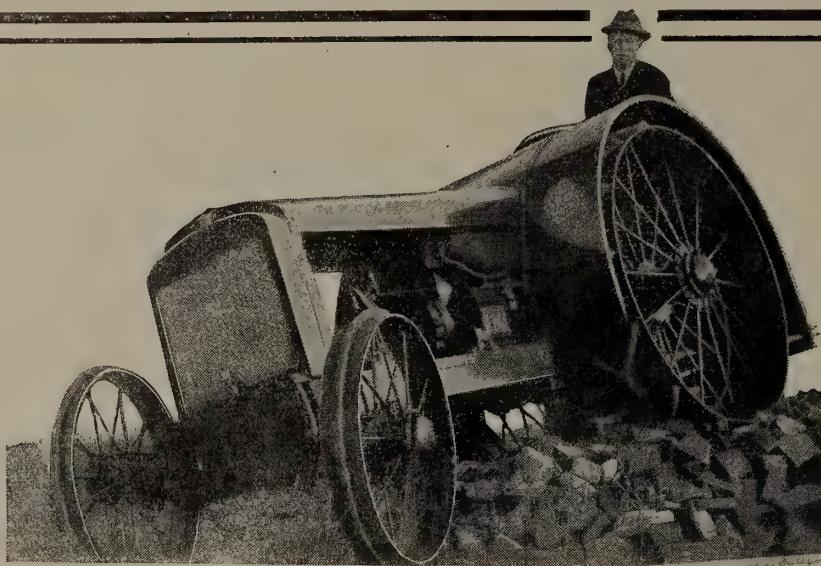
Mr. Boyd is a keen student of tractor efficiency and tractor values, and in choosing the "Little Giant" for his territory he feels that he has secured a tractor that is excellently adapted to the needs of farmers from the standpoint of great power and sound mechanical design, coupled with remarkable durability. He conducted a series of tests with the "Little Giant," plowing the toughest sod that

could be found in his territory. The draftometer showed a pull that rose to 3,700 pounds, but the "Little Giant" cheerfully chugged along, shearing the sod as though the job were child's play. Mr. Boyd has an initial order of 50 "Little Giants" on hand and expects to do a large business in these tractors next spring. He is satisfied that he has secured a tractor that will prove satisfactory, for both drawbar and belt work, to every man who buys one.

### Western Tractors Co. Handling Interstate Tractors

P. J. Kennedy, manager for Western Tractors Co., 509 McCallum-Hill Bldg., Regina, reports a splendid demand for the "Plowman" Interstate Tractor for the coming year. The above concern have made distributing arrangements with the Interstate Tractor Co. of Waterloo, Iowa, to handle this well-known tractor in Saskatchewan and Southern Alberta. A sales force is being organized and great effort will be made to secure their share of the business in this big territory.

The president of the company, Mr. L. C. Stearns, of Minot, N.D., spent a short time in Saskatchewan recently looking over the field, and was greatly pleased as well as surprised at the excellent prospects in Western Canada for the tractor business. Western Tractors Co. are now arranging for good live dealers in unrepresented territory, and dealers that have not made arrangements for handling a good tractor this year and who are desirous of making such a connection, would do well to get in touch with these people.



## THE FAMOUS "LITTLE GIANT" TRACTOR

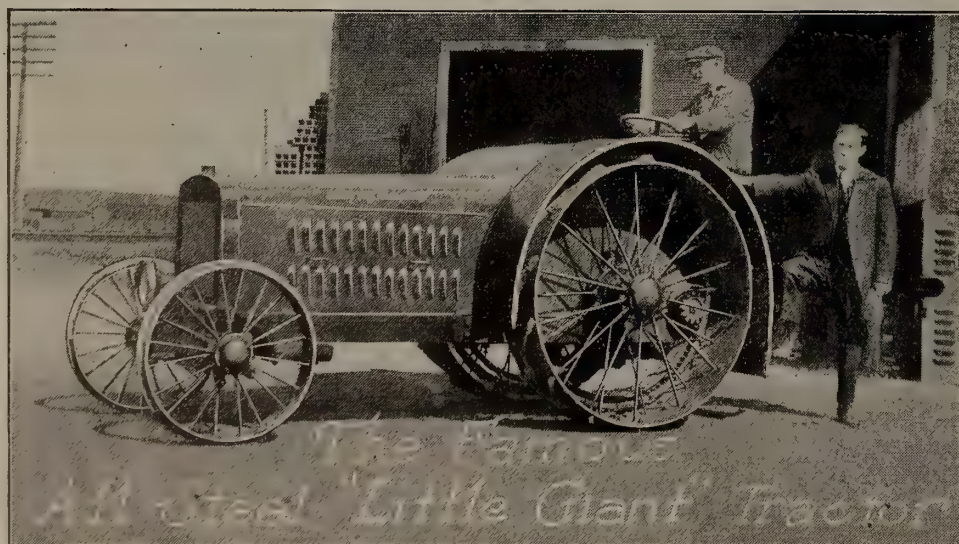
(FULLY GUARANTEED)

**Drawbar pull is what Counts! The "Little Giant" develops over 3,500 Pounds, at Plowing Speed, equal to the pull exerted by 12 to 14 Big Horses**

*Dealers: Write for Specifications and Proposition*

WESTERN CANADIAN DISTRIBUTORS:

**N. J. DINNEN & COMPANY, LTD.**  
WINNIPEG MAN.



Manufactured by: "LITTLE GIANT" COMPANY, MANKATO, MINN.

(For 42 Years Makers of "Little Giant" Power Hammers which are guaranteed forever)

### The John Deere Honor Roll

The Deere organization has given its tithe to the war, as is evidenced by the honor roll recently issued by the company. The entire organization has contributed 1,055 men to the war. Sixteen have been killed and two have died.

In Canadian territory, the honored dead were from the following branches:

Calgary, one; Regina, four; Winnipeg, three; Welland, four.

The Deere men serving in Canada's army show a fine line-up for the Dominion. From the factories and branch houses the enlistment totals were:

Welland, Ont., 42; Regina, 48; Calgary, 12; Winnipeg, 10.

In the United States the harvester plant at East Moline gave 70 men; the plow works at Moline over 200, and the wagon works about 70 men. Every branch of the company on the continent gave its quota to help crush Prussianism.

### Big Tractor Production

To-day International Harvester tractors are found in every state, every province of Canada, and practically every country where agriculture has passed the primitive stage. The company reports that in the past year over 10,000 tractors have been built at their various factories, and over 18,000 engines in the same period.



### A Valuable Implement

The Dunham Culti-Packer, manufactured by the Dunham Company, Berea, Ohio, and sold in Western Canada by the John Deere Plow Co., is an implement which is claimed by its makers to roll, pulverize, pack, stir, level and cultivate and mulch the soil all in one operation. Its various uses are outlined as follows:

It crushes lumps, firms loose soils and packs out air spaces. It saves moisture by forming a surface mulch, retards soil blowing and brings up moisture from the subsoil. In seedbed preparation the Culti-Packer is held to be invaluable, as it helps start the seed quickly and is used for cultivating growing wheat, oats, corn, etc. The machine is strongly built and is adaptable to any hitch. The wheels are cast from semi-steel, and are quickly detachable. The frames are of high carbon steel and are strongly reinforced; its axles revolve in hardened steel roller bearings, making the machine very light draft. Two horses easily handle an 8-ft. Culti-Packer. A double gang of wheels are used, the rear wheels splitting ridges set up by the front wheels, giving a perfectly compacted surface.

That most important part in soil moisture conservation, the most important factor in dry farming, and the one which has been most greatly neglected by western farmers is getting the rain water into the ground and safely stored or conserved in the subsoil, where it may be drawn upon by the growing crop. The firming and pulverizing of the soil to restore capillarity and the cultivation to maintain the soil mulch are each without avail unless there has been stored in the deeper soil a sufficient amount of moisture to support the growing crop in time of a drouth.

All experts agree that plowing should at once be packed so as to

check evaporation. How the Culti-Packer does this, and many other valuable functions it performs, are described in a very interesting book entitled "Soil Sense," which can be had by interested dealers who will write the nearest branch of the John Deere Plow Co.

### Case Tractor Service Schools

We have received from the J. I. Case Threshing Machine Co., Racine, Wis., the programme and schedule covering tractor service schools which will be conducted by the Western Canadian branches of the company this winter.

The Case schools in Western Canada offer a complete practical and thorough course in farm tractors and power machinery to all farmers, dealers and operators. This is the seventh year that Case service schools have been conducted, and they will be held in all parts of the continent where Case machinery is used.

The spring, 1919, schedule for Western Canada is as follows: Feb. 4-7, Calgary; Feb. 11-14, Edmonton; Feb. 18-21, Saskatoon; Feb. 25-28, Regina; March 4-7, Winnipeg; March 11-14, Winnipeg.

The course lasts one week in a place and the work is divided into three units:

- 1—Lectures and Instructions.
- 2—Repair and Shop Work.
- 3—Tractor Operation and Work on Tractors.

The lectures and instructions are illustrated with units and parts of engines and tractors, models and sectional parts, also a large variety of slides, charts and diagrams. This work is thorough and interesting and includes the principles and fundamentals on which the practical work is based.

Select your own goods, don't merely accept the salesman's opinion.



## Extreme Light Draft

One reason why this famous J. I. Case Plow is a big seller is that it has extreme light draft.

The "drag" of furrow bottom and landside pressure is eliminated in this plow. It rides on its three wheels like a wheeled vehicle—instead of dragging like a stone boat.

It has a simple, sturdy, power lift; is easily handled from tractor seat; enters and leaves the ground instantly, point first, like a walking plow.

It permits turning more acres per day and plowing deeper—with less fuel, labor and repair expense. It makes the tractor a better investment.

If you are not yet a member of the great J. I. Case Dealer Family, your correspondence is invited.

## J. I. CASE PLOW WORKS

242 West Water St. Racine, Wisc., U.S.A.

DEALERS EVERYWHERE IN CANADA



## Spend Christmas Back Home

IMPERIAL LIMITED  
to Montreal  
**\$74.75**

Corresponding Fares to  
Other Eastern Points

IN  
**Eastern Canada**

Double  
Daily  
Train  
Service



Double  
Daily  
Train  
Service

TRANS-CANADA  
to Toronto  
**\$59.50**

Safe, Comfortable Travel on  
the World's Greatest Highway

Compartment Observation Cars, Standard and Tourist Sleepers.  
Excellent Dining Car Service.

Tickets sold during December are good for 60 days. Extensions will be granted by a payment of \$5.00 for each extra fifteen days.

FOR FURTHER INFORMATION AND RESERVATIONS:

Depot Ticket Office  
Phone Main 5500

663 Main Street  
Phone Main 3260

City Ticket Office  
Phones Main 370-371

Or to any Local C.P.R. Agent



## Grace Motors, Limited, to Locate in Winnipeg

Faith in the possibilities of the Canadian West has been exemplified in recent years by the establishment in western cities of many prominent business concerns, but probably the most significant is the intimation received recently that Grace Motors Limited will locate in Winnipeg.

Grace Motors Limited is one of the companies constituting the W. R. Grace organization, which has head offices in London and New York, and is one of the biggest export houses in the world. It was organized for the purpose of becoming the technical department for Canada, that is, a house devoted to the merchandising of technical specialties. Its activities began some months back with Toronto as the centre for the Dominion.

The Grace organization had its beginning over sixty-nine years ago. It has pursued a policy of marketing and selling technical specialties for which it found a demand existing and has limited itself rigorously to merchandising only those articles it could "get behind." Adherence to this policy has been responsible for the phenomenal expansion of the Grace business.

Interviewed regarding the proposed opening of a western branch, Helm Walker, now sales manager of Grace Motors, Limited, who will become manager of the Winnipeg office said: "Like many other big houses we did not realize for many years



N. S. GOTSHALL

that one of the most valuable markets in the world and one of the most valuable fields (by which, we mean sources from which to obtain merchandise) was to be found close at home in Canada. Since coming to Canada we have met with a wonderful response. Indeed, the success which has

been accorded the various lines handled by Grace Motors Limited has made it an imperative necessity for us to open up a Winnipeg office, so that we may better serve the western trade. In Ontario the most noteworthy lines we are marketing are the Sterling Truck, the Fulton Truck, the Smith Form-a-Truck, and the Republic Truck. With the exception of the Republic Truck, which we handle



HELM WALKER

in Ontario only, we shall be distributing all these same lines in the West.

"While it is true, that the main purpose of this concern is to make itself an important factor in the truck business of Canada, it must not be forgotten that we are a distributing channel for other products besides trucks. From time to time we intend to add to our merchandise such lines of technical specialties as in our judgment can be of service, and are saleable to Canadian industries.

"But of particular interest to western implement dealers and farmers will be the fact that we shall include among the merchandise handled by our western office a remarkable new implement which has been labelled 'Porta Power.' The merchandising of this outfit is very typical of the business methods of the Grace organization. The 'Porta Power' is a device to harness the engine of an automobile for transmitting power to drive farm machinery or any other machinery which is power-driven. Clearly a vast market is already available in the West, where thousands of automobiles are owned by farmers who will welcome this low-cost source of power. In other words, the demand for 'Porta Power' is ready made. 'Porta Power' itself is but the forerunner of a large line of farm implements made by the same concern, ranging from a

grinder, pump and portable saw to a 36,000 watt-hour farm lighting plant, and all driven by the power plant of the automobile through 'Porta Power.' As soon as the time is opportune, we shall be distributing these lines too."

Mr. Helm Walker, who gave out this information, was formerly assistant to the general sales manager of the Smith Motor Corporation, of Chicago (makers of the Smith Form-a-Truck), and came to his present position with Grace Motors Limited at the instance of Nelson S. Gotshall, vice-president and general manager. Mr. Gotshall himself has risen from the bottom of the automotive industry. Indeed, his connection with it antedates automobiles, for years ago he sold bicycles for the Pope-Hartford Co. Since then he has grown up with the industry and has been at different times with the Cole Motor Car Co., the Lozier Motor Car Co., and the Smith Motor Corporation.

In Toronto, Grace Motors Limited will shortly own the largest truck garage in America, their huge warehouse offering over 140,000 square feet of accommodation. There is every promise of this concern becoming equally as prominent a factor in Winnipeg commercial circles as it already is in the East.

**LIVE  
DEALERS**



**WANTED  
EVERYWHERE**

**The Best  
Attachment  
Ever  
Built**

**Makes any  
Ford a  
Tractor in  
20 minutes**

## FORD-A-TRACTOR

**PRICE ONLY \$260. IN DEMAND IN YOUR  
DISTRICT. GET OUR MONEY-MAKING OFFER**

Every farmer who owns a Ford car is interested in the Ford-a-Tractor. At present feed prices it will pay him to sell his horses and do his haulage work by the Ford-a-Tractor. This proven attachment will plow, harrow, haul the binder, mower or any machine, or the wagon to town.

**GUARANTEED TO DO THE WORK OF  
FOUR GOOD HORSES—AND DOES IT**

Solid steel construction. Strong steel drive wheels; gears are machine cut from specially tempered alloy steel. All gearing runs in enclosed, dust-proof oil bath. Equipped with shock absorbers. Fitted with the W.D.C. Cooling System, which changes the water in cylinders six times a minute. Engine positively cannot overheat.

### THE K.M.C. TRANSFORMER

The only transformer guaranteed to successfully burn kerosene in Ford cars. Gives 20% more power, 50% increase in mileage and 100% saving in fuel cost. Write us for full particulars.

FOR FULL PARTICULARS ADDRESS

**J. D. ADSHEAD COMPANY**

HEAD OFFICE:  
WINNIPEG, MAN.

ALBERTA BRANCH:  
117 10th Ave. E., CALGARY

We are Distributors in Alberta of the Famous "Happy Farmer" Tractors and J. I. Case Plows.

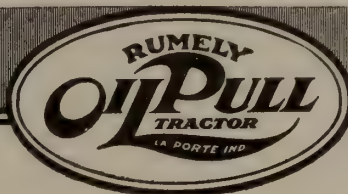
### Farm Machinery Men on Raw Materials Committee

A section of the Canadian Manufacturers' Association has been found to deal with matters relating to the supply of iron and steel. This executive committee will take up old questions affecting the interests of members of the section with the War Trade Board at Ottawa. The following gentlemen connected with the farm machinery and equipment industry are members of this section:—

Major L. L. Anthes, Anthes Foundry Co., Toronto; H. H. Biggart, International Harvester Company of Canada, Hamilton; J. N. Shenstone, Massey-Harris Co., Toronto; Arthur White, George White and Sons, London; J. C. Notman, McKinnon Industries, St. Catherine's; W. H. Shapley, Gould, Shapley and Muir Co., Brantford; H. N. Fleury, J. Fleury's Sons, Aurora; R. Harmer, Sawyer-Massey Co., Hamilton, and A. R. Page, Frost Steel and Wire Co., Hamilton.

"Well, I guess I'll wait awhile." That style of thinking is going to cost many a dealer many a profit on many a tractor.





## Proved by 10 Years Farm Work

Breaking virgin sod, sun-baked for years, on the prairies of the West—deep-plowing the much tilled land of the smaller farms of the East—year after year of the hardest kind of farm work has proved the supreme fitness of OilPull Tractors.

This dependability and service has been remarkably demonstrated by the first OilPull built that is still working in South Dakota, and by old OilPull No. 11 still on the job in Michigan—year in and year out continuous performance that gives the only real basis upon which a tractor can be judged.

In these ten years the OilPull Tractor has built up a record of continuous, reliable, economical operation unequaled in the tractor industry.

## Backed by a Written Guarantee

And as if it were not enough that throughout all these years the OilPull has proved its ability to operate successfully on all grades of kerosene, the makers give you an absolute guarantee that it will do so. The fact that this is the only tractor company that gives such a fair and square, iron clad written guarantee tells a big story in itself.

Moreover, wherever you find this guaranteed tractor of proved performance, you will find near at hand Advance-Rumely service—established and maintained through 24 branch offices and warehouses, where complete stocks of machines and repair parts are always on hand.

The Rumely OilPull tractor may be had in sizes from three to ten plow, standard as to design and construction—a size to fit every farm.

A 1919 Advance-Rumely dealer's contract is worth going after.

**ADVANCE-RUMELY  
THRESHER CO.**

La Porte  
Indiana



# ADVANCE-RUMELY

CALGARY, ALTA.

REGINA, SASK.

SASKATOON, SASK.

WINNIPEG, MAN.



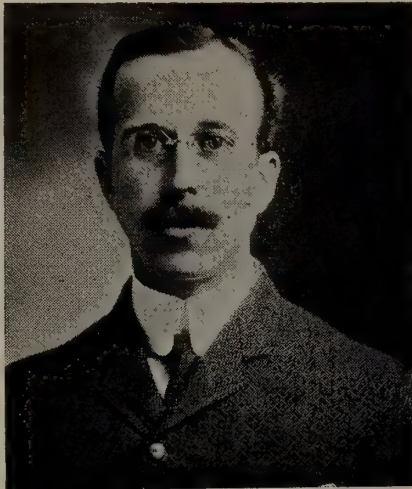
### Now in the Tractor Business

As was announced in our October issue, the firm of N. J. Dinnen & Co., Winnipeg, are now Western Canadian distributors for "Little Giant" tractors, manufactured by the "Little Giant" Co., at Mankato, Minn. Since 1876 this concern have been makers of the famous "Little Giant" power hammer, which is in use all over Western Canada.

N. J. Dinnen, president of the N. J. Dinnen Co., is one of the best known men in the hardware and building supply trade in the Canadian West. Early in his career he became connected with the McClary Manufacturing Co., as a salesman, and later with the Hobbs Hardware Co. Leaving that concern he became Western Canadian representative for the Caverhill-Learmonth Company of Montreal, covering Western Canada in the early days in the interests of that company. Mr. Dinnen was selling his line in many cases ahead of the steel. After a time he was appointed Western Canadian manager for Lewis Bros. of Montreal, and leaving this concern he organized the company of N. J. Dinnen & Co. The company have several departments in their business, to which they have now added a tractor department, under the personal charge of Mr. Dinnen. They are distributors for the "Thew" steam and electric shovels, "Master" trucks, "Troy" trailers, concrete machinery and a complete line of contractors' equipment.

When Mr. Dinnen determined

to enter the tractor business he brought to bear his wide knowledge of Western Canadian farm power requirements. Realizing that we require more power for plowing than in any other section of the continent, he made a thorough investigation of many tractors, finally deciding that the "Little Giant" was the ideal machine for Western Canadian requirements.



N. J. DINNEN  
Distributor for "Little Giant" Tractors

"Rated horse-power in a tractor does not cut any ice," contends Mr. Dinnen, "what the farmer needs is power—lots of power, steady, reliable power, delivered to the drawbar. That's why I believe the 'Little Giant' to be the best tractor for this country."

To prove his contentions, at no inconsiderable expense, Mr. Dinnen tried out the various models of "Little Giant" tractors in the very toughest sod found in the

"hard to plow" areas in Manitoba, Saskatchewan and Alberta. When the 4½-inch bore "Little Giant" plowed without a murmur, showing a constant pull of 3,500 pounds at plowing speed, he declared himself satisfied.

Mr. Dinnen believes that there will be a great demand next year for the tractor he handles, and has completed a selling and service organization that will ensure dealers and users of the "Little Giant" tractor prompt delivery and close attention to their requirements.

### Farm Implement Terms in U.S.

The year book of the U.S. National Implement and Vehicle Association shows the report of the committee which dealt with terms in the trade in that country. It is conceded that under present conditions shorter terms could be used, but in the opinion of the committee it would be unwise to adopt any terms for the war period which we could not reasonably expect to continue after that time. The work therefore of the committee has been largely confined to modifying certain previous recommendations which by experience were found out of line.

According to the report, in a general way terms provide a discount of 5 per cent from cash on an average of ninety days prior to the net due date, which is equivalent to an interest rate of 20 per cent per annum. The terms as recommended provide a cash discount date which in nearly all cases is within thirty days of the time when the equipment is needed by the farmer. The following illustration shows central zone terms:

Plows, spring, discount date, April 1.

Plows, fall, discount date, September 1.

Harrows, spring, discount date, May 1.

Harrows, fall, discount date, September 1.

Planters, spring, discount date, June 1.

Cultivators, spring, discount date, June 1.

Hay tools, spring, discount date, July 1.

Grain drills, spring, discount date, May 1.

Grain drills, fall, discount date, October 1.

The southern U.S. zone shows earlier discount dates from same classes of goods and the northern zone shows later dates, all generally being within thirty days of the time the farmer needs the goods in the respective territories.

### Canada's Tractor Imports

Since the order-in-council passed last February, which placed tractors valued at \$1,400 or under on the free list, there has been a marked increase in the number of tractors imported by the Dominion. The order-in-council, which went into effect on Feb. 8, 1918, was to remain in effect for twelve months.

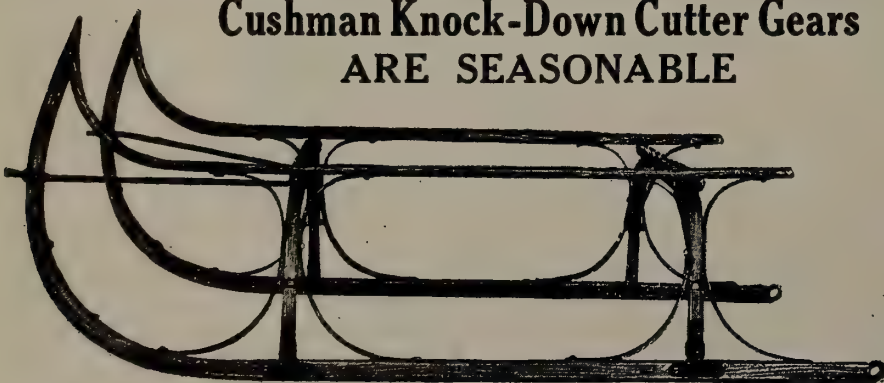
For the fiscal year ending March 31, 1917, Canada imported 2,792 tractors from the United States. From March 31, 1917, to March 31, 1918, the number of tractors imported was 5,733, valued at \$6,012,343. According to importation records, from Feb. 7, 1918, to October 31, 1918, the total number of tractors, costing not more than \$1,400 in the country of production, imported by Canada, was 8,684, with a valuation of \$7,993,916.

### Offering Prizes to Dealers

The Renfrew Machinery Co., Renfrew, Ont., on Dec. 20, will close their agents' sales contest for 1918. The prizes are awarded the men showing the biggest actual sales to farmers. A special prize is offered for tractors, the lines sold embodying engines, cream separators, scales, grinders and sawing outfits.

Declare war on credit.

### Cushman Knock-Down Cutter Gears ARE SEASONABLE



Cutter Gear Set Up Ready for Use

Fit any ordinary buggy body. Furnished with shifting bar to take regular buggy pole or shafts.

All wooden parts made from selected hickory and oak; 7/8 x 3-16-inch steel scroll braces.

Bent hickory Runners, 1 x 1¼-inch. Knees, 1¼-inch square, of bent hickory. Steel shoes, 1 x ¾-inch. Tread, 3-ft. 2-ins. Length, 6-ft. Height, 18-inches. Weight, 50 lbs.

Shipped Knocked-Down to Save Freight. Place your order for this quick selling line.

WRITE FOR PRICES AND FULL PARTICULARS

### Cushman Motor Works of Canada, Limited

Builders of light weight, high grade Gasoline Engines for all Farm Power Work

DEPT. E., WHYTE AVE. AND VINE ST.

WINNIPEG, MAN.

### IMPLEMENT DEALERS HARDWARE MEN GENERAL STORES PUMP MEN

Buy your wood and iron pumps, cylinders, galvanized pipe, galvanized rod, etc., from a WESTERN CANADA concern.

Best of Pacific Coast Pine used in our wood Pumps. Can furnish logs up to 16 feet long without couplings.

Fitted for any depth of wells.

Large Stocks carried.

Prompt shipment guaranteed.

ASK FOR  
PRICES

### MANITOBA ENGINES, LIMITED

Phone 2943  
EIGHTH ST. and ASSINIBOINE AVE.

Brandon, Man.



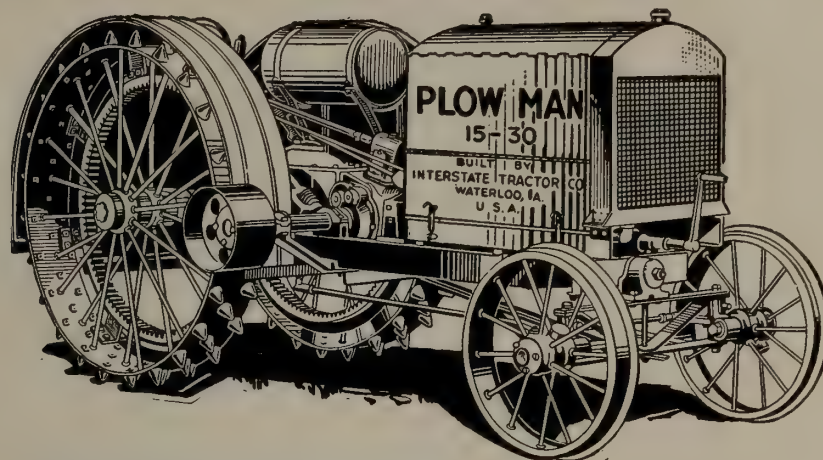


# PLOW MAN

## ALL STANDARD FARM TRACTOR

**13-30**

**2-3 PLOW  
MODEL**



**15-30**

**3-4 PLOW  
MODEL**

*Combines the best features of Tractor,  
Automobile and Truck Engineering*

### EASY TO OPERATE

### EASY TO SELL

When you sell the PLOW MAN, you sell the Tractor that fits the farmer's needs. The PLOW MAN is a ONE MAN, KEROSENE BURNING COMPLETE POWER PLANT for all farm purposes—Plowing, Harrowing, Discing, Drilling, Mowing, Harvesting, Hauling and Belt Work. It is a light Tractor, built for heavy duty, and has proved itself the most valuable and useful tractor under difficult and diversified farming conditions in Manitoba and Saskatchewan.

### Reserve Power Saves Time and Money

To get satisfactory results you must have a tractor with plenty of excess power. Plow Man Tractors set a high mark for reserve power, having 33 1-3% in excess of rating. That's why they do better work and last longer. They make good under difficult field conditions and can handle heavy belt work with ease.

### Lowest in Upkeep

Back of the Plow Man is a great record for low operating and fuel expense. It is no new, untried machine; but a tractor that has stood, with every satisfaction to its various owners, the severe tests of actual operation at all seasons of the year on farms throughout Manitoba and Saskatchewan.

### Built for Hard Work

Read the partial list of all-standard features at the right and you will realize why the Plow Man is equal to the hardest kind of farm work.

No machine faces more severe duty and more constant strain than the farm tractor. The Plow Man is built in every detail to meet these conditions.

### All-Standard Features of the Plow Man That Will Appeal To Every Dealer And Farmer

Plow Man Buda 4-cylinder motor for heavy duty service.  
Foote Transmission delivers the power without waste.  
Hyatt Roller Bearings reduce friction and save power.  
Quick constant cooling with Perfex Radiator.  
Bennett Producer Carburetor makes success of Kerosene as fuel.  
Dixie High Tension Magneto, Impulse Starter, one-fourth turn starts tractor.  
Pivoted Front Axle provides flexibility for rough land.  
Automobile Type Control. Easy to handle.  
Trouble-proof French and Hecht Wheels.

### Unit Power Plant

By using a carefully designed clutch bell housing an absolute unit power plant combining our motor clutch and transmission is secured. This conserves power, cuts out a lot of lost motion and protects the important operating mechanism from all dust and dirt.

*We can offer excellent propositions to Good Live Dealers, Automobile and Garage Men. You can handle the Plow Man with Profit to yourselves and satisfaction to your customers.*

*Write to-day for detailed information and literature to—*

## Western Tractor Co., Ltd.

509 McCALLUM & HILL BUILDING

DISTRIBUTORS FOR SASKATCHEWAN AND SOUTHERN ALBERTA

REGINA

## Northern Implement Co., Ltd.

33 WATER STREET

DISTRIBUTORS FOR MANITOBA

WINNIPEG



### P & O Company Appoint New Western Canadian Distributors

The Parlin & Orendorff Co., of Canton, Illinois, will, in the future, be represented in Manitoba, Saskatchewan and Alberta by the Hart-Parr of Canada, Limited, with headquarters at Winnipeg and branch houses at Regina, Saskatoon and Calgary. The territory covered includes the provinces of Manitoba, Saskatchewan and Alberta.

Hart-Parr of Canada, Limited will handle the entire P. & O. line of plows, harrows, and other tillage implements that are suitable to meet the requirements in the above named provinces. Complete lines of these implements and repairs for same will be carried at the four houses of these agents. The P. & O. line was introduced in Canada thirty years ago, and these famous implements are well established and well known to the Canadian dealers and farmers.

Hart-Parr of Canada, Limited, is a well-known sales organization in Western Canada with a large travelling force and with ample facilities for taking care of all orders for P. & O. goods to the entire satisfaction of the implement trade and Canadian farmers. Their new line should be an excellent adjunct to their

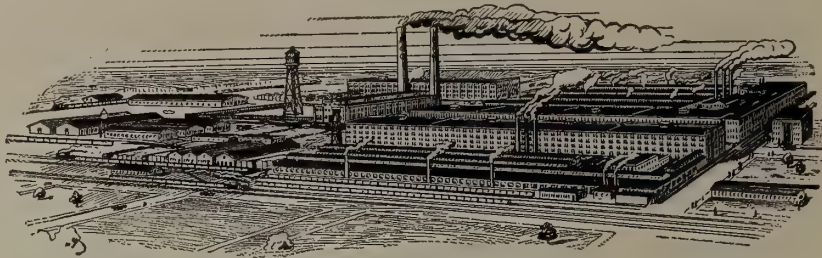
tractor business, and the quality inseparable from P. & O. implements ensures the company a large demand in this territory.

#### An Old-Established Line

The Parlin & Orendorff Company carry on the oldest permanently established plow factory in the world. In 1842, William Parlin commenced the manufacture of plows in Canton. In 1852, W. J. Orendorff, a native of

stalk cutter (the first made) in 1857.

The company are originators of the concave disc harrow, the middle breaker, and many other implements. At the present time over 1,400 different sizes and styles of implements are made by the Parlin & Orendorff Co., comprising the most complete line of agricultural implements made by any single factory in the world.



A Bird's Eye View of the P. & O. Factories at Canton, Ill.

Illinois, joined forces with Mr. Parlin, the concern being known as Wm. Parlin & Co. In 1860 the company became Parlin & Orendorff, and in 1880 was incorporated under the state laws of Illinois. William Parlin, the founder of this great line, died in 1891, and W. J. Orendorff in 1897.

Commencing with walking plows in 1842, the company steadily added to their lines. A walking cultivator and shovel plows were added in 1856, and a

The P. & O. line includes: Plows horse and tractor, harrows, planters, listers, cultivators, stalk cutters, potato diggers, sugar beet implements, box and barrel carts, etc. It is distributed in every agricultural territory in the world.

The first small building used was burned in 1847. Another factory was built, which, after 53 years of service, was torn down in 1902. The plant to-day, an illustration of which we reproduce, covers more than six city blocks

and is one of the most complete farm machinery factories in existence. It covers some 20 acres of ground, and two complete implements are turned out every minute of the working day. Blacksmithing, wood shops, drop forge and shear shops, grinding, fitting and wheel-making plants, assembly shops, foundries, paint shops and machine shops are embodied in this great factory, with large warehouses equipped with overhead trolley systems to facilitate the quick handling of the P. & O. implements as they are loaded on the cars and shipped to all parts of the continent or to the seaboard for export to foreign countries.

#### The Milking Machine

The milking machine agency is not only a chance to render real assistance in the business of food production, but it is also a promising profit maker for dealers who are fortunate enough to secure the handling of a standard machine, whose success is already established.

Did you ever sell a straw-spreader? In either case, don't say there aren't any new opportunities in the implement business.

## CANADIAN NORTHERN RAILWAY

FOR SERVICE ——— FAST TIME ——— EQUIPMENT

### WINTER TOURIST FARES —TO— VANCOUVER, VICTORIA NORTH PACIFIC COAST <sup>A</sup><sub>N</sub>D CALIFORNIA

Our agents will assist you with your winter trip, quote lowest fares, secure berths and other accommodation—route you over the Canadian Northern—the lowest altitude of any line crossing the Rockies.

### EASTERN CANADA TOURS

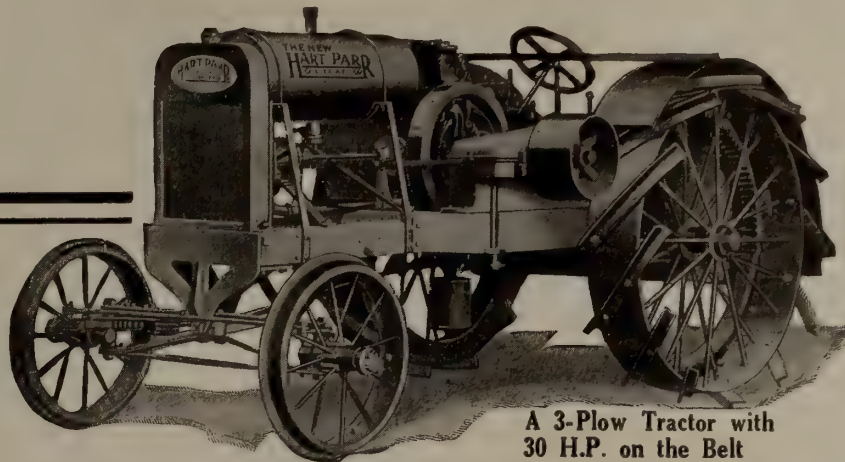
With extension privilege on sixty day round trip tickets.

Enquire of our agent and he will cheerfully furnish full particulars.

## CANADIAN NORTHERN RAILWAY

THE ROUTE OF SUPERIOR EXCELLENCE





A 3-Plow Tractor with  
30 H.P. on the Belt

#### Specifications:

**POWER**—Pulls 3 plows, 30 H.P. on belt. Tested at last National Tractor Demonstration, Salina, Kas., developing 31 H.P. at 732 R.P.M.  
**MOTOR**—2-cylinder twin, 4 cycle, Valve in head, 750 R.P.M.  
**MOTOR FRAME**—Cast steel, one piece. No bend, no twist.  
**CARBURETOR**—New Dray kerosene shunt.  
**BEARINGS**—SKF and Hyatt.  
**SPEEDS**—2 forward, 2 and 3 mi.; 1 reverse.  
**TRANSMISSION**—Selective sliding gear.  
**RADIATOR**—Perfex—shaft driven fan.  
**LUBRICATION**—Madison-Kipp force feed.  
**WEIGHT**—5,000 pounds.

BEFORE YOU DECIDE on a TRACTOR for the COMING YEAR  
INVESTIGATE

## The NEW HART-PARR

*A Tractor Backed by the Strength and Years of Experience of the  
Founders of the tractor industry and builders of the  
first successful Kerosene tractor*

Burns  
Kerosene  
as  
Successfully  
as  
Gasoline  
Tractors  
Burn  
Gasoline

The wise dealer wants to handle what the farmer demands, because reduced sales resistance lessens the cost of selling and insures increased volume. The great demand for the NEW HART-PARR is an expression of the farmers' approval.

A sturdy, simple, dependable tractor of 3-plow capacity, with 30 H.P. on the belt. Designed—not adapted—to burn kerosene. Power and smooth running at all loads—quick and sure response to varying loads. Runs one minute or one hour without irregular explosions. Passes from no load to full load, or vice versa, without mis-firing and without throttling.

The Dray Kerosene Shunt is an exclusive feature on the NEW HART-PARR, enabling it to develop more power on kerosene than any other tractor of its size, and more power per gallon of fuel consumed. Absence of excessive carbon deposits, entire freedom from spark-plug trouble and carburetor adjustment are further proofs of its supremacy as the perfect kerosene burner. The NEW HART-PARR is specially built and equipped. Its one-piece, cast steel engine bed is as solid as a concrete base—no mis-alignment of gears possible. Its size, price and utility are just right for the majority of farms. Who will handle the NEW HART-PARR in your section? Territory is going fast. We advise you to write at once.

SEIZE THIS OPPORTUNITY. SECURE THE HART-PARR CONTRACT NOW

## An Ideal Sales Combination-- The New Hart-Parr Tractor, and **P & O** Tractor Plows and Tillage Tools

We are glad to announce that Hart-Parr of Canada, Ltd., have been appointed sole distributors in Western Canada, of the famous P & O Plows, Harrows and Tillage Tools. The P & O tractor plows have a record and reputation that ensures big, profitable business for the dealer. In conjunction with the NEW HART-PARR, they offer you the best plowing outfit sold in the Dominion.

With IXL Bottoms  
and Quick  
Detachable  
Shares

P & O Little Genius  
Power Lift Tractor Plows



## A Tractor and Plow Line that will Get You the Business

P & O power lift plows are adapted for use with any tractor. Positive power lift from the land wheel. The plow raises on all three wheels, giving a high, level lift. Bottoms are raised and lowered the right distance of travel to ensure straight headlands. A single trip rope gives the tractioneer instant, positive action. The whole weight of plow bears in forcing bottoms into the hardest soils. Perfect con-

struction: Pin-break hitch; heavy, full throated beams; retreating levers; high-grade coulter; easy adjustment for proper depth and suction; dust-proof wheel boxes; quick, detachable shares; wide clearance between bottoms allows good work on trashy ground. Ask us for full particulars of P & O light tractor plows and the NEW HART-PARR Tractors.

# HART-PARR OF CANADA, LIMITED

WINNIPEG, REGINA and CALGARY



## Tractor Demand After the War

War led to an unprecedented shortage of horses in Europe. At the outbreak of hostilities in 1914 practically every horse in the fighting nations was seized for war service. In addition, Britain and France bought horses heavily on the American continent and in Argentina. Since the war began more than 1,500,000 horses and 500,000 mules have been exported to Europe from this continent.

The average age of horses mobilized in 1914 was 6½ years, and they now average 10 to 12 years old. Mares were mobilized so that breeding has largely ceased. As the average maximum age of a horse is a little more than 12 years, if the war had continued longer the loss in available horse flesh is obvious. There is now in Europe a terrible shortage of horse-power, and this situation will grow worse as time goes on. High transportation costs and the lack of an exportable surplus will mean that even when peace is declared, Europe will have a great shortage of horses.

The only probable source of relief is tractors.

These machines must supply the deficiency. They generally cost less than the horse-power they replace, while they eat none of the food they produce.

European food production has for the past four years been carried on by women and children and men over 50. Millions of men have been killed; millions have been permanently disabled. To keep up food production, Britain and France have enlisted the tractor and the foodstuffs grown this year show the value of this mechanical power. The tractor, in these countries, is there to stay. Farm machinery in Europe has worn out, factories have been used for war work, so that now that the war is over there will be an enormous demand for modern farm machinery of every kind.

As regards tractors, we know that already the American and Canadian demand almost absorbs the production. And it is likely that the home demand will increase more rapidly than the home supply. Canadian and American manufacturers of all classes of farm machinery must increase

their capacity if the pressing needs of agriculture on this continent are to be filled. Further, they must increase capacity if they hope to take care of the European demand following the war. Yet, tractor and farm machinery manufacturers are so hampered by a lack of raw materials that it would seem almost impossible to take care of the domestic demand, quite apart from the foreign demand that exists, and will exist in the future.

Last year the total capacity of British tractor plants was less than 1000 tractors annually. In France the situation is worse; less than 100 tractors annually is the capacity of the plants. Great Britain is making arrangements for large tractor production, 3000-4000 annually, but it is safe to say that Europe—Germany omitted—cannot produce more than 5000 tractors annually after the war is over. The demand in that continent for tractors with an average of 20 to 30 b.h.p., will be enormous. It will be the greatest tractor market in the annals of the industry. How to prepare to meet this export demand and also supply the domestic demand, under

present conditions as affecting raw materials, is the greatest problem the tractor industry has to face.

### A New Cream Separator Publication

The Swedish Separator Company, Chicago, have recently issued an interesting book dealing with the "Viking" cream separator. Attractively illustrated and gotten up, this forty-four page bulletin is addressed to Canadian farmers and dairymen. The Viking separator is described in detail, and fine illustrations of the component parts are shown, illustrating the mechanical construction of these machines, which are made in five types, in sizes suitable for either the small farm or large dairy outfit. The larger sizes are pulley equipped for power drive.

A frontispiece in this publication shows the large Viking factories at Stockholm, Sweden, where 180,000 cream separators are made annually. Dealers handling the Viking cream separator should obtain a supply of this publication for distribution to owners and prospects.

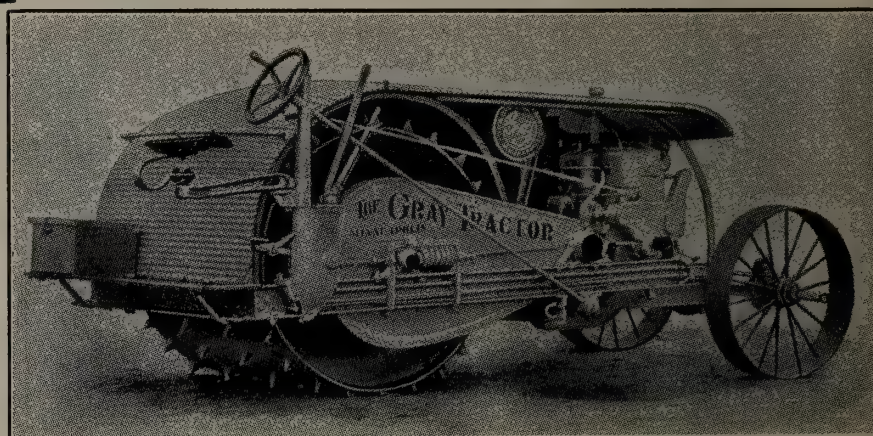
**FOR BIGGER PROFITS IN 1919  
HITCH YOUR BUSINESS TO THE**

**GRAY** "The Tractor  
with the Wide  
Drive Drum"

**18 Drawbar H.P., 36 Belt H.P.**

**Pulls Four Bottoms in Any Soil**

No tractor of equal rating has as much traction surface as "THE GRAY." It is the all-around farm tractor built for the man who wants real tractor value. The wide drive drum secures traction under all soil conditions, and carries the light weight of the machine without the slightest danger of packing the soil. When plowing it crushes weeds, stalks and trash ahead of the plows, so that the vegetation is turned over and completely covered. Works to advantage on freshly plowed soil, without damage to seedbed. Leaves no ruts or wheel tracks. Note the illustration. The side arm hitch is regular equipment. At one operation the field is put in the finest possible condition for immediate seeding.



### Gray Construction is Superior

Waukesha four-cyl. motor, 4¾ x 6¾, built for heavy tractor service. Wide drive drum affords maximum traction surface. Hyatt and Timken heavy duty roller bearings. K.W. ignition, no batteries, coils or switches. Bennett carburetor and air cleaner. No differential; no bevel gears; direct drive by spur gears and heavy-duty roller chains. Three point suspension frame eliminates all strain. Direct drive to belt pulley. Side arm hitch—an exclusive Gray feature. All steel shafting. Built for wear and service. Weight 6,200 lbs.

### The Gray Tractor Offers You a Sales Opportunity Second to None

Before you decide on a tractor for 1919 representation, you will be wise to thoroughly investigate the selling features of the GRAY. Quick action is advisable. Territory is being taken every day. If we are not represented in your district write at once for particulars and our liberal selling offer.

**GRAY TRACTOR CO. OF CANADA LTD.**  
307-309 Electric Railway Chambers  
**WINNIPEG, MAN.**





### A New Canadian Tractor Now on the Market

The Hamilton Gear and Machine Company, of Toronto, who are Canada's largest manufacturers of machine cut gears, announce that they will enter the Western market early next year with a farm tractor of their own design and manufacture. A large new factory to be devoted exclusively to the manufacture of tractors is now being equipped with the most modern machinery and appliances for big production, and will be in full swing by January 1st, 1919.

The "Hamilton Gear Tractor" embodies no freakish ideas, but is built on sound conservative mechanical engineering principles, and the company state emphatically that it is a quality proposition all the way through, built to give permanent satisfaction to the user as well as to the man who sells it.

This Canadian-made tractor is powered and designed to pull three plows under all ordinary conditions. It is of the four-wheeled type, with large diameter front and rear wheels. The engine is set crosswise of the frame, permitting the use of an all spur gear transmission, with consequent freedom from power losses. The belt pulley is directly connected with the engine, and when in operation no gears are in mesh. Every ounce of power is available for driving the separator or other machinery.

The "Hamilton Gear Tractor" is equipped with a heavy duty 4 x 6, four-cylinder, kerosene motor of the valve-in-head type, developing 12-22 h.p. The cooling system consists of large capacity radiator, fan and circulating pump. The oiling system is positive splash type. The transmission is of the selective sliding spur gear type, made entirely in the company's own shops. Every gear is cut from the solid of high grade open hearth or electric furnace steel. Excepting the ring gear, all gears are heat-treated and hardened.

An interesting feature of the transmission is the differential, which is of the eight-pinion spur type. Instead of being mounted directly in the ring gear it is carried in the end of a drum casting, which spaces it well away to the left of the ring gear and towards the centre of the machine, lengthening what would otherwise be the short differential shaft, correspondingly. The makers claim that this is a very important feature, as the length of leverage given to the differential shaft greatly reduces bearing pressures and simplifies lubrication.

Roller and ball bearings are used throughout. The clutch and sliding gear shafts are mounted on S.K.F. self-aligning double row ball bearings. On the intermediate shaft, differential shafts and live rear axle, Hyatt roller bearings are used. The front wheels run on Timken roller bearings.

The frame is unique in that it is triangular in shape from the rear axle forward, and the main mem-

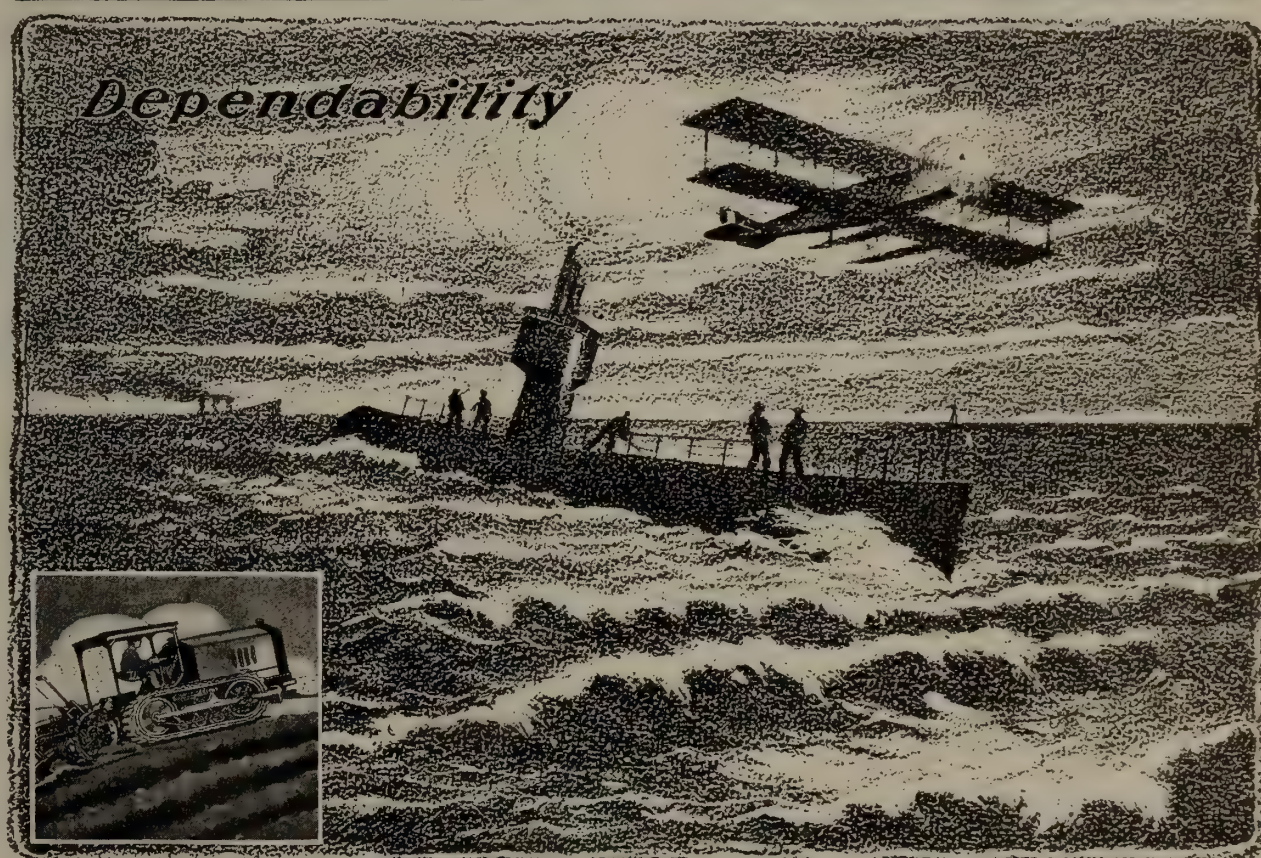
bers are "I" beams. The Hamilton Gear Tractor, in plowing, runs with two wheels in the furrow, and is self steering. It turns in a small diameter circle, and the makers claim that it is especially easy to handle. Its work at the Cobourg tractor demonstration was commented upon very favorably.

In the design of their tractor, particular attention has been paid

to accessibility, so that the farmer may make all necessary adjustments himself. An interesting feature in the design of this tractor is its extreme flexibility. The center of gravity is so low that upsetting is practically impossible on hilly land. The wheelbase of the tractor is 96 inches, and the net weight 5,400 lbs. Selling arrangements for western Canada are being completed.

## KINGSTON CARBURETORS

RECOGNIZED STANDARD FOR TRACTOR USE



**T**HE dependability of every engine—every engine—is the dependability of its carburetor. And in the best tractors, where dependability is an essential, the KINGSTON carburetor is in almost universal use. The dealer who handles KINGSTON equipped carburetors knows that he is selling not only power, but the continued use of power.

He knows that a good engine with a KINGSTON carburetor will prove a good engine day in and day out, in all sorts of conditions, under all sorts of strains.

The KINGSTON is not adapted for the use of tractors—it is *made* for them. It is built with the single eye to its usefulness in the tractor field. It

is found on most of the tractors in America, and it is giving results because it is a *real tractor carburetor*.

Let us tell you why the great tractor manufacturers of America adopted the KINGSTON. Let us explain why you should look for the KINGSTON carburetor on the tractors that you sell.

Write for the Booklet that Tells

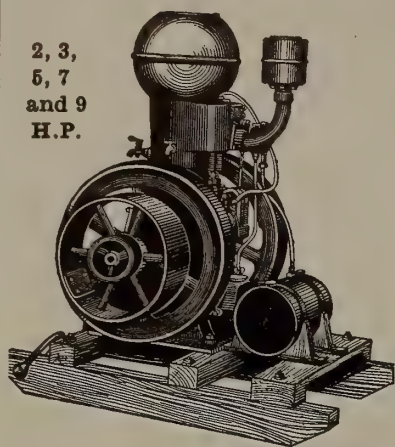
## Byrne, Kingston & Co. Kokomo, Ind., U.S.A.

BRANCHES: New York City, 1733 Broadway; Chicago, 1430 Michigan Avenue; Detroit, 870 Woodward Avenue; Los Angeles, 501 W. Pico Street; Boston, 15 Jersey Street

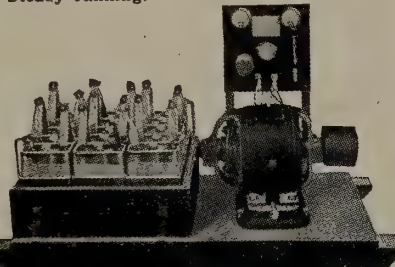


**LISTER ENGINES**

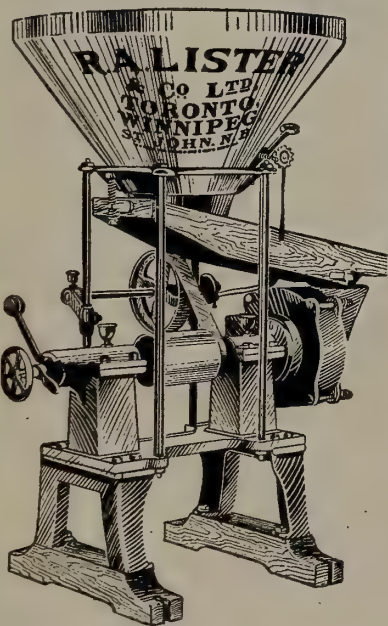
BRITISH BUILT—BRITISH QUALITY

2, 3,  
5, 7  
and 9  
H.P.

Durable, only the best materials. Shipped complete with skids. High tension ignition. Automatic fuel feed; force feed lubrication. Very low fuel consumption. Steady running.

**Lister Storage Battery Electric Lighting Plants**

Very simple design; battery, generator and switchboard assembled on one base. No complicated mechanism. Any one can run them. Made in three sizes. Your customer can use his own engine. Ask for full particulars and agency offer.

**LISTER GRINDERS**

Very large capacity; easy running. Fine adjustment. Strong reversible plates. Guaranteed to grind more feed on the same power than any grinder of the same size made. Sold with or without base.

**OUR LINE INCLUDES**

"Lister" and "Canuck" Gasoline and Kerosene Engines, Electric Lighting Plants—Grain Grinders and Crushers, Combination Threshers, Milking Machines, Cream Separators, Churns, Ensilage Cutters, Silos, Sawing Outfits, Pump Jacks, Pumps, Power Pumping Outfits, etc.

GET THE AGENCY FOR 1919

**R. A. LISTER & CO.,**  
(CANADA) LIMITED  
WINNIPEG

Toronto Montreal

**Moline Plow Co. Appoints Officers**

The Moline Plow Co., Moline, Ill., recently announced the officers of the organization for the coming year. The executive of the organization will be F. G. Allen, president and general manager; J. L. Irving, vice-president and general trade manager; H. S. Lord, vice-president and treasurer; L. C. Blanding, secretary; G. B. Odell, assistant treasurer; J. L. Hammerrich, assistant treasurer; Thomas J. Marshall, assistant secretary, and John N. Willys, chairman of the board.

Mr. Willys, who recently purchased a controlling interest in the Moline Plow Co., is well known in the automobile field. His career has been a remarkable one up to his recent entry into the farm machinery and tractor field.

In 1907 he was located at Elmira, N.Y., as a distributor of the motor cars manufactured by the Overland Motor Company, Indianapolis, Ind. He saved that company from receivership, acquired an interest in the business and was elected president and general manager. His next deal was to secure possession of the Pope-Toledo automobile factory and move the Overland Motor Company's business to Toledo, where it was reorganized under the name of Willys-Overland Company. Mr. Willys is also interested in one of the large tire manufacturing companies, is president of the Curtis Aeroplane Corporation, and has holdings in many other enterprises. Two years ago the market value of his properties was estimated at \$80,000,000.

**Aspinwall Elect Officers**

The annual meeting of the stockholders of the Aspinwall Manufacturing Company was concluded in the company's offices in the city of Jackson, Michigan, Tuesday, November 19th, 1918.

Report for the past season was most excellent and prospects are more than fair for the ensuing year.

Directors of the company elected officers as follows: President, L. A. Aspinwall; vice-president and general manager, C. G. Rowley; treasurer, G. N. Whitney; secretary, J. A. Parkinson, Jr.

**The Cushman Unit Electric Lighting Plant**

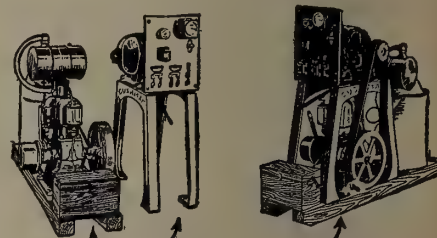
The Cushman Motor Works, of Lincoln, Neb., have developed a new electric lighting plant of uncommon design. This plant, which is called the "Does More," has been tested out and refined for the past two years, and should have a good demand now that it is placed upon the market.

The Cushman plant combines the compact design of a unit type electric lighting plant with the accessibility of the ordinary belt-driven plant. On a strong sub-base the engine, battery box and radiator are set, while above them is arranged a stand of solid design, resting on four legs. On this the generator and switchboard are located, the four legs fitting over the engine and bolting down on the base. The generator is immediately above the engine, and is belted vertically to the engine fly wheel. This permits other machines, or a line shaft, to be operated from the pulley side of the engine, which is controlled by a friction clutch, so that the power drive may be used at will.

The light weight 4 h.p. Cush-

man engine, which is used with the plant, gives ample power for both generating the current and operating other machines. Should the farmer wish to use the engine away from the plant, he simply charges up his batteries and unbolts the generator frame, removing it from the engine base. He can detach his engine and use it upon the binder during harvest. Because of their smooth and even speed and absence of vibration the Cushman engines are splendidly adapted for the operation of a generator.

The batteries in the Cushman plant are of the Fauré design, in sealed glass jars, and are sold fully charged. The generator has ample capacity, 1 kilowatt, 32 to 42 volt, direct current, the standard type for farm use. The batteries are 120 ampere-hour capacity, and will light 30 lamps from the battery alone for eight hours. Operating alone the generator will take care of 50 lights. Generator and batteries both being used, 80 lights can be used for

**TWO in ONE**

The Cushman "Two-in-One" Electric Lighting Plant

eight hours—or more than any farmer should require. Batteries can be had in a variety of sizes to suit individual needs.

The self-starting feature of the plant is interesting. By pulling a lever and pressing a button, the compression of the engine is released, the oil is turned on and the carburetor choked, the generator then reverses as a motor starting the engine. This compression release and choking of the carburetor avoids running out the battery and subjecting it to the high torque of an engine turning over against full compression. This plant should be a valuable addition to the Cushman line.

**Cushman Serves Northern States From Factory**

In the North-western states the Cushman Motor Works, of Lincoln, Neb., have made a change in handling their business. The company now sell and distribute Cushman engines to retailers in the territory of Minnesota, North Dakota, South Dakota and western Wisconsin, direct from the home office at Lincoln, Neb., instead of through jobbers, as in the past.

**A BIG SELLING LINE FOR THE HOLIDAY SEASON****WHY MISS PROFITS?****The 'VIOLA'**

(Registered)

MADE  
IN  
WINNIPEG

The "VIOLA" is the highest grade Phonograph on the market. It makes "Nights of Gladness" in every home. Over one thousand "Violas" in use and giving perfect satisfaction. Famous throughout Canada for its perfect Violin tone. Plays any disc record. Compares favorably with the highest priced machines—and sells at a reasonable figure. Write or wire for exclusive agency.

HERE IS YOUR OPPORTUNITY.

**DOMINION SEWING MACHINE COMPANY**

300 Notre Dame Avenue, WINNIPEG.

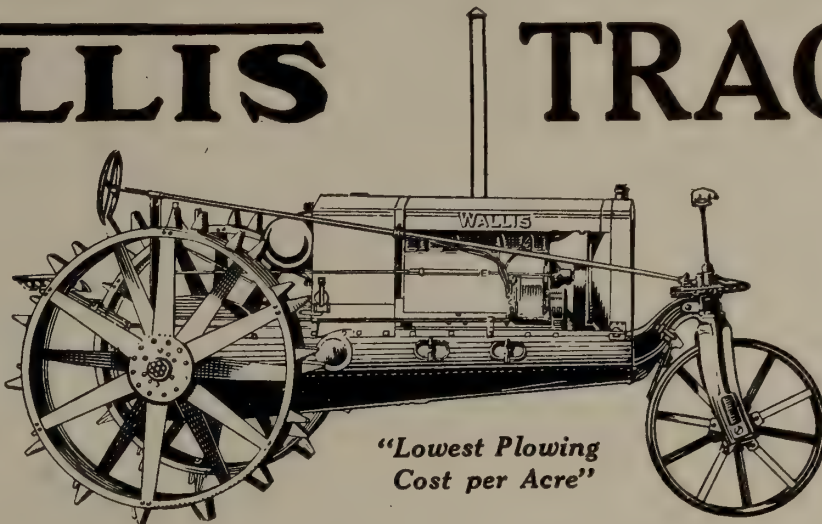


# WALLIS TRACTORS

## AMERICA'S FOREMOST TRACTOR

The Wallis offers you unlimited opportunity. It is the farmers' choice because it is the first tractor that successfully meets the farmers' demand for great power, light weight, durability and economy. Give your customers the best tractor.

**DECIDE NOW!**



*"Lowest Plowing  
Cost per Acre"*

## 15-25 Horsepower Simplified Design Extreme Durability

Wallis advanced design saves 1,000 to 5,000 lbs. of needless weight. The power thus released is delivered at the drawbar, giving an increase of 50 per cent more power per gallon of fuel. Ahead of every competitor in quality of materials and workmanship. Ask for full particulars.

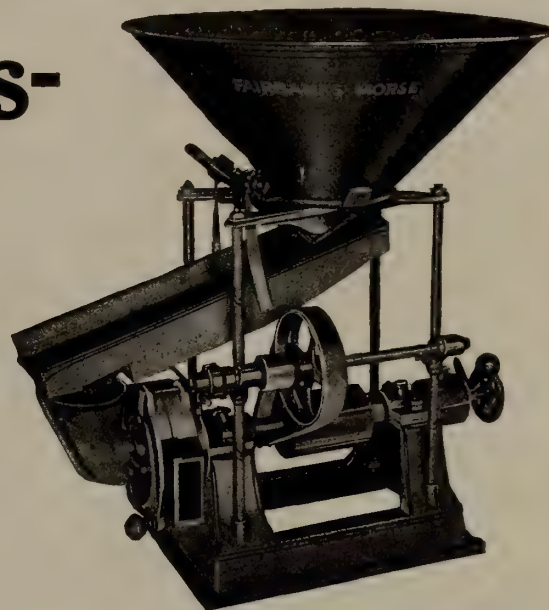
**SELL THE WALLIS**



THE NEW TYPE "Z" ENGINE, 1½, 3, 6, 10 and 15 H.P.

## Fairbanks- Morse LINES FOR 1919

*Every One a Leader*



F-M GRINDERS: 6, 7, 8 and 10-inch



ECLIPSE  
PUMPING  
WINDMILLS

## Investigate Our Proposition

Established Reputation in the line you represent will add to your Profits and Prestige. Fairbanks-Morse goods inspire the customer's confidence and maintain supremacy in sales through proven merit.

## OUR LINE IS COMPLETE:

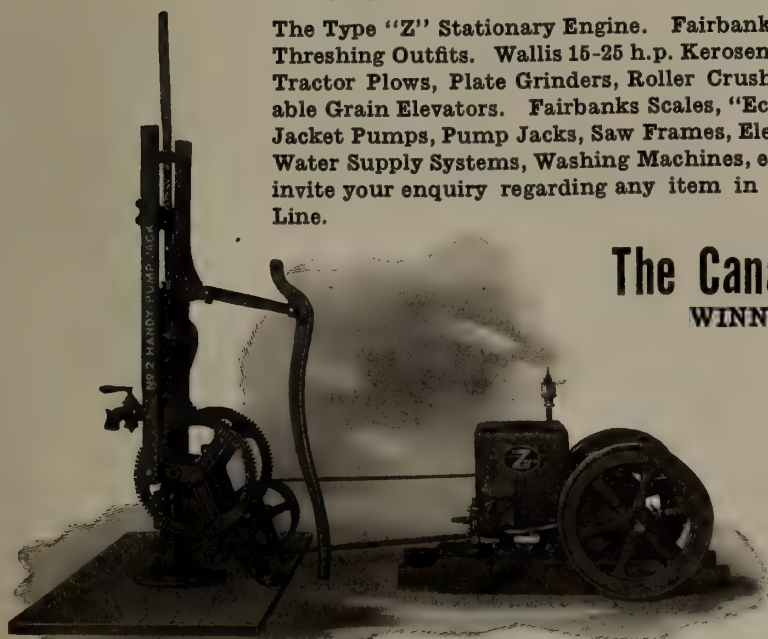
The Type "Z" Stationary Engine. Fairbanks-Morse Combination Threshing Outfits. Wallis 15-25 h.p. Kerosene Tractors. J. I. Case Tractor Plows, Plate Grinders, Roller Crushers, "Cyclone" Portable Grain Elevators. Fairbanks Scales, "Eclipse" Windmills, Red Jacket Pumps, Pump Jacks, Saw Frames, Electric Lighting Plants, Water Supply Systems, Washing Machines, etc., etc. We cordially invite your enquiry regarding any item in the Fairbanks-Morse Line.



FAIRBANKS STANDARD SCALES—IN EVERY TYPE

**LET US GET TOGETHER  
FOR BIGGER BUSINESS**

**The Canadian Fairbanks-Morse Co., Ltd.**  
WINNIPEG SASKATOON CALGARY



THE TYPE "Z" ENGINE IS THE BIGGEST ENGINE VALUE YOU CAN OFFER YOUR CUSTOMERS FOR ALL-ROUND SERVICE ON THE FARM



THE GREATEST OF ALL COMBINATION THRESHERS. FAIRBANKS-MORSE 24x46 SEPARATOR AND 20 H.P. KEROSENE ENGINE



### Yerkes Leaves U.S. Department of Agriculture for International Harvester Co.

Arnold P. Yerkes, one of the most popular U.S. government men who ever went out among the people, has left the position he has held for seven years, sold his little farm down in Maryland on the edge of the old Forest of Prince George, and said goodbye to his friends in Washington. Mr. Yerkes has left all the old scenes and associations and taken his place in the organization of the International Harvester Company. He will be editor of "Tractor Farming" and of other farm equipment publications.

"I felt the need of a larger field," says Mr. Yerkes. "The

tractor has become larger than any nation, and before a man can count himself a thorough-going member of the industry he must not be limited in his investigations and teaching within the borders of one country. He must be able to stride across frontiers as though they weren't there, and to pursue the destiny of the tractor into all countries. The International Harvester Company, being a pioneer in the field and doing a world-wide business, seems to offer me an ideal position for the fullest growth and opportunity. I have always admired the broad-minded attitude of the Harvester Company toward educational work of all kinds pertaining to farming, and I am glad to be able to associate

myself with its policies and activities."

In the spring of 1912, Mr. Yerkes became a scientific assistant in agronomy in the U.S. Department of Agriculture, having spent the preceding three years at Washington in the office of the Chief of Ordnance, and the three years before that at Philadelphia in the office of the Inspector of Ordnance of the U.S. Army. Mr. Yerkes before very long was promoted to the position of assistant agriculturist, becoming a full fledged agriculturist in the summer of 1918.

Mr. Yerkes' work, to express it simply, has been to secure information from men who own tractors for the use of others who own tractors, and for the use of those

who expect to own tractors. The three concrete questions which Yerkes has followed up and down and back and forth across the United States wherever there are farms and farmers were, where is the tractor profitable, why is it profitable, and where is it most profitable?

The answers which Mr. Yerkes discovered to these questions found their way into publications by the Department of Agriculture



PROF. ARNOLD P. YERKES

Now with International Harvester Co.

and into personal and written messages to farmers whenever an opportunity came. He conducted his investigations both by correspondence from Washington and by putting his questions personally to the farmers. By field investigation and correspondence he secured accurate data.

His position in the industry was acknowledged when he was appointed to assist Mr. J. F. Cook, assistant secretary of Agriculture, in working out the plans of the government for licensing U.S. tractor manufacturers, distributors and jobbers. These men, in co-operation with the War Industries Board, passed upon matters of priority both in the shipment of raw materials and in cars to carry the finished products.

Mr. Yerkes has left the old environment because he saw larger possibilities. The world is now his field. He can draw upon the experiences of Canada, South America, Africa, Australasia, Europe—everywhere where tractors are or will be used. Hereafter his results can be published immediately and universally distributed—furnishing greater incentive for research and investigation. Washington has lost Mr. Yerkes, but the farmers of this continent and other countries can now have more of him.

## Canada's Standard Vehicles

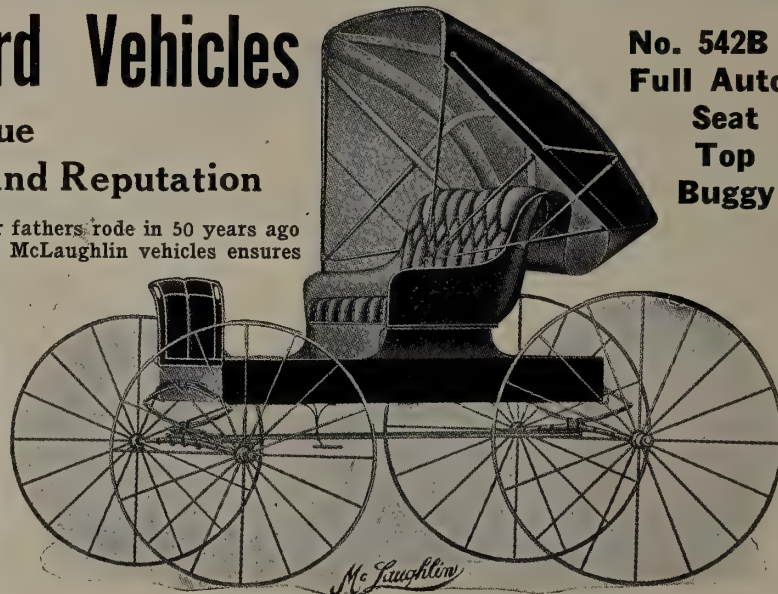
Leaders in Quality, Value  
Finish, Style and Reputation

The farmers of to-day ask for the buggy their fathers rode in 50 years ago—a McLaughlin. The value and prestige of McLaughlin vehicles ensures the dealer profitable business.

Our No. 542B auto seat top buggy is a job that will sell anywhere. Standard Sarven wheels; new parallel twin reach; extra long springs; 15-16 inch low arch axles. Body 24 x 56, indestructible type. Roomy and comfortable. Finely painted, striped and finished. Extra heavy cushioning. Special auto type, quick, removable top.

### 'All-Weather' Auto Tops

We sell winter tops for Ford Touring and other Light Four cars—Chevrolet, Gray-Dort, Briscoe, Overland "90," etc. Quickly convertible into an open top for summer use. Good stock on hand. Write for prices.



No. 542B  
Full Auto  
Seat  
Top  
Buggy

WE MANUFACTURE AND DISTRIBUTE THE FOLLOWING LINES:

McLaughlin Carriages and Cutters

Munro & McIntosh Carriages and Cutters

Brockville Carriages and Cutters

Heney Harness and Blankets

Automobile Trailers—Winter Tops



### FOR PROFITS--SELL PEERLESS TRAILERS

Save wear and tear on the car. Farmers, stockmen, dairymen, merchants and liverymen are good prospects for this line. Body, 42 x 72. Wheels, select hickory. Special auto style springs. Finely finished and striped.

Model D, 1 1/4-in. axles, 1 3/8-in. steel tires.

Model E, 1 1/4-in. axles, 1 1/4-in. solid rubber tires.

Model F, 1 1/4-in. axles, 1 1/4-in. solid rubber tires (ball bearings).

The most durable and serviceable trailers you can handle.

Ask for our Special  
Trailer Literature

Catalogs and Full Particulars of our Lines sent on Request

## CARRIAGE FACTORIES, LIMITED

156 PRINCESS STREET, WINNIPEG

Distributing Houses:

MOOSE JAW

CALGARY

EDMONTON

SASKATOON

BERT CONWAY, Box 33, REGINA, is Distributor for Saskatchewan of  
Heney Harness and Munro & McIntosh Buggies. Stocks carried at Regina



### Lower Storage Charges on Binder Twine

The shippers' section of the Winnipeg Board of Trade last March met the Canadian Freight Association and discussed freight and storage charges. This conference resulted in a compromise whereby storage schedules were lowered from 25 to 50 per cent. Later the schedule was supplemented by an amendment which involved increases in storage on certain lines of goods.

Following this a protest was filed by the shippers' bureau with the result that storage rates on binder twine and rope have been lowered from \$1.35 to 45 cents per ton. This reduction in storage rates applies to twine and rope in store at Port Arthur and Fort William. According to binder twine distributors this reduction will have very little effect upon the cost of binder twine for the 1919 harvest, which will depend largely upon the cost of the raw materials at time of manufacture.

### Change in Sales Agents for the Happy Farmer Tractors

In future, the Happy Farmer tractor, manufactured by the Happy Farmer Tractor Co., La-Crosse, Wis., will be handled in Manitoba and Saskatchewan by the Gasoline Engine and Supply Co., Winnipeg, who have been appointed sales agents for this well-known tractor.

The Gasoline Engine and Supply Co., who are located at 104 Princess St., are well known to the dealers throughout Western Canada. They have for several years been distributors of farm engines, feed grinders and other lines, and have an intimate knowledge of the requirements of the Western Canadian trade. The company state that a large stock of Happy Farmer tractors will be on hand at their Winnipeg warehouse, while spare parts will be carried at the leading western centres. The company have a large organization and expert service corps who will afford dealers in this line prompt supply of machines and close attention to their service needs. The close co-operation given Happy Farmer dealers in the past will be continued under the new regime, and the popularity of this tractor is such that the company look forward to an exceptionally heavy demand in 1919.

The Model F Happy Farmer is a 12-24 h.p. machine, with a guaranteed drawbar pull of 2,000 pounds. The engine is 6x7 inches, and has great reserve power. During the year that is

ending, the demand for this tractor was such that the manufacturers had to increase their capacity by about 400 per cent.

The company gave some interesting details regarding the work of the Happy Farmer in the Marion, Ohio, county tractor demonstration, held during October. This test was held by the Ohio State University. Nineteen tractors were entered. The Happy Farmer pulled three 14-inch plows, eight inches deep, at a fuel cost of 33 cents per acre. It covered .936 of an acre per hour, using kerosene at 13½ cents per gallon, a fuel consumption per acre of

2 1-3 gallons. It is stated that none of the gasoline tractors were able to plow with as small a quantity of fuel as the Happy Farmer. At a recent plowing demonstration in Oregon this tractor showed remarkable adaptability in plowing on a 20 per cent grade side hill.

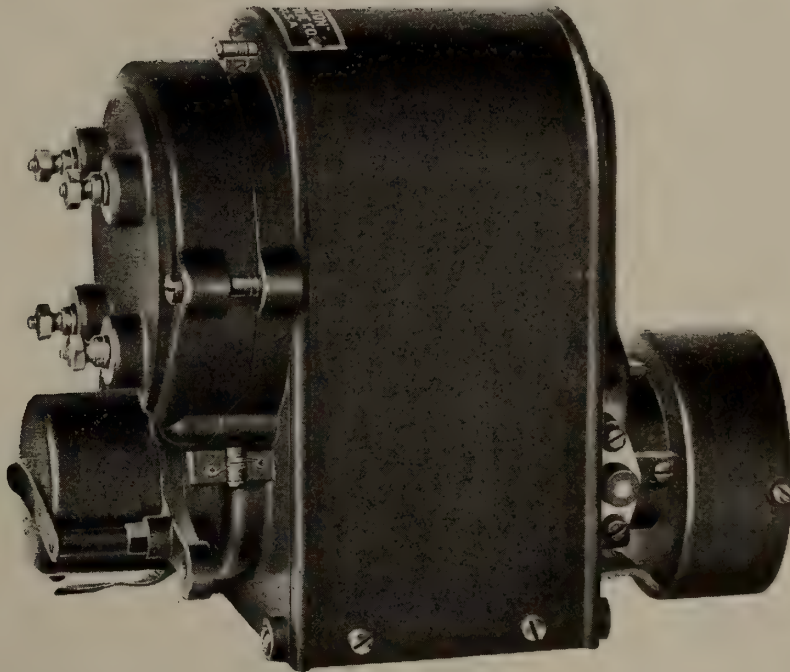
### 'Plowman' Tractor Man in West

B. Snyder, Saskatchewan manager for the Interstate Tractor Co. of Waterloo, Iowa, is spending a few days in Western Canada looking over the field in the inter-

ests of his company. This well-known tractor manufacturing concern have recently perfected distribution in the three western provinces and expect to get a big share of the business this year. Mr. Snyder, in the course of his trip, visited points throughout the three provinces, including Winnipeg, Regina, Saskatoon, Edmonton and Calgary.

Its Hades to be a prophet. In a trade paper, November, 1910, we read the following: "Of all the stupid, idiotic, fool things that have come before the public, the greatest is the flying machine."

# KINGSTON MAGNETOS



The KINGSTON magneto is a true, self-contained, staunchly constructed ignition device, fully up to the high standard of all KINGSTON products.

The new KINGSTON has met with instant success throughout the market. It is water-proof and dust-proof, ruggedly built, designed expressly for the heavy stresses of tractor service. It is in every way a better magneto.

The KINGSTON carries the famous impulse starter. It is positive of action, and is built for wear.

The most efficient tractors are KINGSTON equipped.

**KOKOMO ELECTRIC CO.**  
KOKOMO, INDIANA, U.S.A.



### Turner Simplicity Tractor Manufacturers Re-organize

The development of the tractor or industry has been remarkable in many ways, and the history of one concern, the Turner Manufacturing Company, is a sample of the possibilities the tractor holds out for the business men of this continent.

The Turner business was originally founded by Messrs. Schumacher and Johnson at Port Washington, Wisconsin, in 1872; under the name of the Western Malleable and Grey Iron Casting Company, at that time engaged in the manufacture of light grey iron castings and hardware.

After operating under this management for some six years, the concern was placed under the direction of H. W. Lyman, who conducted it successfully until 1889, when it was taken over by

the present owners. In 1898 the concern removed to Milwaukee.

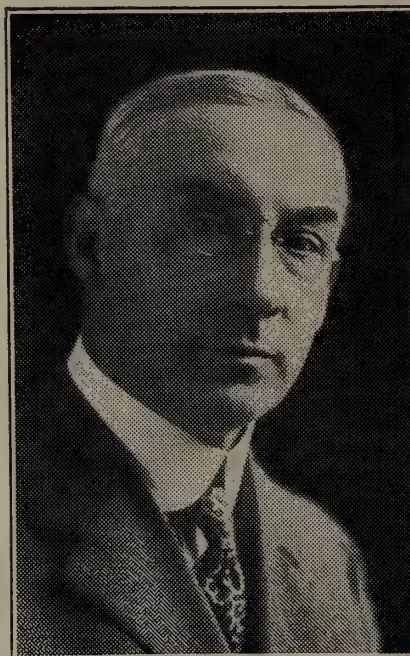
About this time the market for farm engines began to develop and it was decided to embark in this new field of manufacture. A small department was fitted out in which gas engines were at first built in single units. This venture met with success from the start, developing rapidly into an important factor of the business.

Ten years later, in 1908, the concern returned to its original plant in Port Washington, where more extensive manufacturing facilities together with closer farm community contact, combined in paving the way for a more rapid expansion of the farm engine business. This department developed at such a pace as rapidly to dwarf the foundry project, and it was decided to abandon all other lines and concentrate entirely on farm engines. The name of the concern was then changed to The Turner Manufacturing Company.

#### Entered Tractor Field in 1915

From farm engines to farm tractors was but a natural step, since both represent increased farm power efficiency and each has its own sphere of utility. Therefore, with the distributing channels already developed through fifteen years of manufac-

turing and marketing Simplicity Farm Engines, the company started in 1915 to manufacture



L. M. TURNER

Vice-President Turner Mfg. Company

Turner Simplicity Farm Tractors. In this, the third year of activity in the farm tractor field, this branch of the business is well established, and there are over three hundred machines on Canadian and American farms to-day.

### Steady Conservative Growth

In speaking of the company and its history Mr. L. M. Turner, vice-president and general manager, said: "Our growth has been steady and conservative. We have been thorough in our engineering to make sure that we were right in every detail before one penny of our money was put behind an item. We have not attempted to jump into the limelight of the industry by spectacular methods, but preferred to move along cautiously and judiciously to our ultimate goal providing for our needs only to the extent that in our judgment was necessary."

"In 1898 we increased our capitalization from \$25,000 to \$100,000. In 1912 it was again increased, this time to \$150,000, while a third increase in 1917 raised the capital stock to \$250,000. The present increase to \$1,000,000 is brought about by the necessity of providing the increased manufacturing and distributing facilities essential to the successful conduct of the tractor business."

"The present officers of the company are Judge W. J. Turner of Milwaukee, president; L. M. Turner, vice-president and general manager; Jackson B. Kemper, of Milwaukee, treasurer; and W. J. Niederkorn, secretary and sales manager."

#### Turner Specifications

The company manufacture their tractors in two sizes, 12-20 and 14-25 h.p. With the former, the specifications are: Belt power, 20 h.p.; draw bar, 12 h.p.; draw bar pull, 2,900 low gear; draw bar pull, 2,000 high gear; Waukesha motor, 3¼-in. x 5¼-in.; weight, 4,000 lbs.; boxed for export, 4,300 lbs.

The 14-25 tractor is quoted as follows: Belt power, 25 h.p.; draw bar, 14 h.p.; draw bar pull 3,500 low gear; draw bar pull, 2,600 high gear; Buda motor, 4¼-in x

## PETERS PUMPS

Gives More Water  
in Less Time with  
Less Energy

Made in many styles and sizes, they will meet all requirements of the Western Canadian farmer.

### PETERS' Double Cylinder Force Pump

is the last word in pump service. Unequaled in Design, Action and Durability. They are different from all other pumps in construction and finish, and have exclusive features that make sales easy to customers who want the BEST in pump value.

Dealers:  
Get Peters' Pump  
Proposition  
for 1919

Our line is absolutely up-to-date in every respect. Every pump we produce is given special attention. Peter's Pumps are perfectly assembled—they have no "come-back." Sell them and you make satisfied customers.

A POST CARD WILL BRING OUR LATEST CATALOG.

Manufactured by

Peters Pump Company, Milwaukee, Ill.

Exclusive Canadian Agents:

Tudhope Anderson Co., Ltd.

Winnipeg Regina Saskatoon Calgary

Write Nearest Branch House for Particulars.

## PLOW SHARES



DEALERS:

Write for  
Prices and Terms

LARGE STOCK PROMPT SHIPMENTS  
THE JOHN F. MCGEE CO. Winnipeg, Man.

## PEERLESS ORNAMENTAL FENCING

A Big Trade Is Waiting for You.

YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you.

Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.

#### Send for Dealer's Proposition

Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates. Write today.

BAHWELL-HOXIE WIRE FENCE CO., Ltd.  
WINNIPEG, MAN. HAMILTON, ONT.



## PUMPS

### AND Clothes Reels

Made in the best equipped factory in Canada.

We make and handle pumps for all kinds of work.

We also install hydro-pneumatic Farm Water systems.



SUCCESSORS TO

The Riesberry Pump Co.  
(Established 1882)

WRITE FOR DEALERS' PRICES

North-West Pump Co.

T. N. WILLIAMSON W. J. MERRELL  
Phone 607

19-6th Street Brandon, Man.



5½-in.; weight, 4,300 lbs.; boxed for export, 4,600 lbs.

Other important features in design are:

Spring mounted in front, rear drive on roller bearings. Selective

tions has an "angle" shape. This has been demonstrated by U.S. Government and engineering tests, as well as by actual use, to have great strength and flexibility, but the steel itself must be tough

and springy. The design of the anchor is of extreme importance as the holding qualities of the post depend very largely upon the nature of the anchor and its resisting power against both lateral and upward strains.

#### Longer-lived Than Wood

There is an actual saving of money made with the use of steel posts which starts at once and continues for many years. In the first place a big saving in hauling is effected because ten times more steel posts can be hauled per wagon load. The average wooden post lasts only ten or twelve years at the most, and then it rots away and must be replaced. Indeed, it often bears down the fence by its own dead weight. Good steel posts do not rot, break or burn, and need no repairs. They last three times as long as wooden

posts. They enable the farmer to burn the weeds and kill the crop-destroying and disease-breeding insects that infect fence lines and corners and they also protect stock from lightning.

Regardless of all their other points of superiority the big demand for steel posts now comes from the great saving in the labor of installation. There are no holes to dig, no tamping and re-setting. You simply drive them in the ground with a few blows of a maul or sledge and they are there to stay. Five days actual time can be saved by a man in placing steel posts for a mile of fence. It has been proven that steel angle posts can be driven six times as fast as wooden posts can be set.

Future success is merely a result of to-day's efforts.



The Turner "Simplicity" 14-25 h.p. Tractor

sliding gear transmission; all gears cut steel, hardened and heat treated. Mounted on Hyatt roller bearings. Three speeds, two forward and reverse. Irreversible steering gear, 6-inch channel steel frame. Individual foot brakes. Expanding shoe clutch, entirely enclosed. Turn in 6½-ft. radius. Perfex radiator, fan and circulating pump. Swinging, adjustable draw bar, low hitch. Dixie high tension magneto with impulse starter. Kingston carburetor. Bennett air cleaner. Auto type control, with single lever. Belt pulley, 14 x 7-inch face.

#### Steel Fence Posts a Modern Farm Improvement

In the Canadian West we see yearly a distinct growth in the demand for fencing. Permanent improvements on the farm are closely allied with production. Farm fencing must be kept in good condition and more fencing is required as greater acreage goes under cultivation. Wooden fence posts, because of lumber shortage and high prices, are likely to be replaced by posts of a more durable nature. This is largely due to the fact that a certain amount of labor must be utilized in building new fence, or repairing old lines, and the modern farmer, with a keen instinct for new and better methods, is a live prospect for the sale of the modern steel fence post. Some facts upon this farm improvement should be of interest to every up-to-date farm equipment dealer.

Steel posts are not new, as tests have shown their durability, in years of service, to be two or three times greater than wooden posts. The type of steel post that is claimed to have proven most successful under all condi-

## WATSON'S SLEIGHS

### Canada's Standard

We have instituted more practical improvements on Sleighs than any other manufacturer. This line is our specialty.

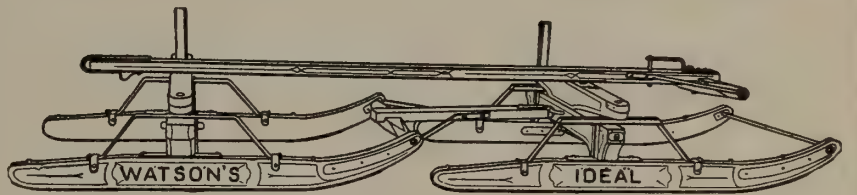
Ideal Sleighs are made in all sizes, Steel or Cast Shoes. Note our special trussed bench—a patented feature. Quality woods only. Runners—white oak; Benches—grey elm or oak; Poles and Reaches—heavy white oak.

In Watson's Sleighs the weakest point in a Sleigh is Strongest



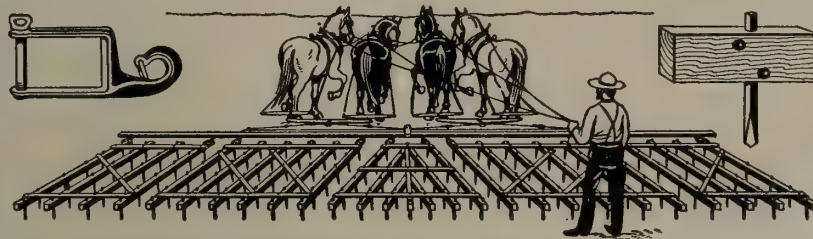
TRUSS ROD GIVES TRIPLE STRENGTH

Size for Size, carry heavier loads than any other Sleigh made



All well seasoned, straight-grained stock. Heavy steel bracing. Our cast shoes, curved up at rear, allow backing. In design, material, finish and value, the best sleighs you can sell.

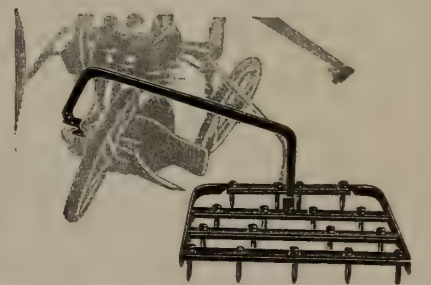
## Our Wood Boss Harrows are the Farmer's Choice



### Plow Harrow Attachments are Labor-Savers and Do the Work at the Right Time

Made in two sizes, for two and three-furrow plows. Widths 34 and 44 inches. Can be tilted on side for hauling on road. The only reliable plow harrow made. Thousands in use. Patented hitch eliminates all side draft. The slant teeth always run clean. Every farmer requires this implement. Immediate harrowing after plowing effectively conserves the moisture. Write for prices and particulars of this quick seller.

These Harrows are made of seasoned hardwood. Each tooth securely set by two rivets. Fitted with malleable draw clevis. They are harrows of correct design, possessing exclusive features that make them easy sellers. Sizes—78 Tooth, 14 feet; 102 Tooth, 17 feet; 150 Tooth, 24 feet.



## SELL WATSON'S HARDWOOD FRAME WOOD and POLE SAWS



Have solid steel shafts and high grade babbitted bearings. Heavy, solid balanced flywheel. Three 5 x 6 pulleys. Rigidly braced hardwood frame. Complete saw mandrels supplied separately if desired.

WE CARRY REPAIRS and SHARES FOR ALL MOLINE and JANESVILLE IMPLEMENTS

### SEASONABLE WATSON LINES

Farm and Bush Sleighs; Roller Crushers; Feed Cutters; Feed Grinders; Root Pulpers; Wood and Pole Saws; Horse Powers; Pump Jacks; "Viking" Cream Separators.

*John Watson Mfg. Co.*  
LIMITED

311 CHAMBERS STREET, WINNIPEG, MAN.



### Subscribers' Information Service

Under this heading we will reply to enquiries from jobbers and dealers concerning the location of machine manufacturers, where repair parts may be obtained, etc. Endeavor always to give name of manufacturer. For immediate reply, enclose stamped, addressed envelope. Send enquiries to Information Dept., CANADIAN FARM IMPLEMENTS, Winnipeg.

**L. J., Sask.**—No concern in Western Canada are carrying repairs for the Stoughton wagon. You should write the factory direct. Address the Stoughton Wagon Co., Stoughton, Wis.

**R. A. S., Man.**—The Ohio Gasoline Engine was formerly handled by the Burridge-Cooper Co., of Winnipeg, now out of business. No repairs are stocked in Canada. For renewals for a 4 h.p. "Ohio," write to the manufacturers, the Ohio Tractor Manufacturing Co., Marion, Ohio.

**D. T., Man.**—A gear driven jack for running a Myers three-way pump? We believe that the Chapman gear jack could be adapted for this. Write the Ontario Wind Engine & Pump Co., Regina, who carry these pump jacks.

**J. A. K., Man.**—The American "Peerless" sieveless separator is a part of the Emerson-Brantingham line. For parts address the Emerson-Brantingham Implement Co., Regina, Sask.

**J. M. M., Sask.**—The Chicago aermotor mill is manufactured by the Aermotor Co., Chicago. It is not handled by any concern in the West. William Eddie, machinery distributor, corner James and Princess Streets, Winnipeg, has a stock of repair parts for these mills. Write him giving requirements.

**B. & M., Alta.**—Bearing spool B 720; outside bearing cup B 776; and inside bearing cup, B 909, are all parts in an "Economy" disc harrow, made by the Moline Plow Co., Moline, Ill. You can obtain them from the John Watson Mfg. Co., Chambers Street, Winnipeg.

**Note**—Owing to error in this section last month, it was stated that Paris plow repairs were handled by the Tudhope Anderson Co. This should have read "Perrin" plows. The Paris plows are no longer made, and no parts are procurable.

**N H. Co., Sask.**—Among the Canadian concerns making the leading types of road making machines are the following: Climax Good Roads Machinery Co., Hamilton, Ont.; Dominion Road Machinery Co., Goderich, Ont.; Exeter Mfg. Co., Exeter, Ont.; Jenckes Machine Co., Sherbrooke, Que.; Plessisville Foundry Co., Plessisville, Que.; Preston Car and Coach Co., Preston, Ont.; Sawyer-Massey Co., Hamilton, Ont.; and the Waterous Engine Works, Brantford, Ont.

**J. M. MacF., Man.**—There are few concerns who make pressed steel implements seats to order. The Steel Co. of Canada, Montreal, and the Dominion Forge & Stamping Co., Walkerville, Ont., are the most likely. In the United States several firms specialize in the manufacture of standard pressed steel seats. Amongst them are the Avery Stamping Co., Cleveland, Ohio; the South-Bend Chilled Plow Co., South Bend, Ind.; U.S. Pressed Steel Co., Ypsilanti, Mich.; Youngstown Iron & Steel Co., Youngstown, Ohio.

**J. B., Sask.**—The Giant Killer feed grinder is made by the Swift Mfg. Co., Waterloo, Iowa. Write the factory direct for parts.

**W. H. H., Man.**—Disc standard B 98 is part of a disc harrow, formerly made by the J. Thompson & Sons Co., Beloit, Wis. For new part write the Thompson Plow & Engine Works, Beloit, Wis.

**D. F., Alta.**—D 54 is a part that is used by more than one make of disc harrow. It is the seat socket in a disc made by the Ohio Cultivator Co., Bellevue, O.; a seat spring brace on a Grand

Detour Disc, and a scraper bar bracket on a Kingman disc. You mention "bracket," so we expect it is for the last-named make. For part write the M. & K. Brokerage Co., Kansas City, Mo., who are the only concern handling Kingman repairs.

### Nilson Tractor Used for Brush Breaking in Alberta

The tractor has been found to be of great value in brush breaking work, as is shown by the accompanying illustration of a Nilson Junior tractor hauling a 24-inch brush breaker on the Fitch Farm, near Evarts, Alta. The plow used is of heavy construction, having been built especially for tractor power work. It cuts a furrow 24 inches wide and usually 8 inches deep, thus getting under the roots of the brush. It will be noticed that practically all of the scrub growth reaches as high as a man's head, with some of the saplings twice as high. The smaller growth is willows and the higher poplars.

The photograph shows that all of the brush is thoroughly turned under. Next spring the ground will be disced, which will bring the roots to the surface. They will then be gathered and burned. After another discing and harrowing the ground will be in good shape for seeding.

In many areas in the West we have such conditions to overcome, and though tractor scrub breaking is expensive it puts the soil in good shape for cultivation, and when improved provides soil that ensures heavy yielding crops. This work is such that it can be most economically done by tractor power. The roots are firmly embedded in the ground, which makes it almost impossible for breaking with animal power. Where animals are used for breaking, the scrub must be cut off first, while a tractor saves that extra labor by going right through the scrub without difficulty. Many Nilson tractors are used for work of this character, some in northern Minnesota and many in Western Canada.

### The Motor Truck Helps Dealers Make Prompt Delivery

Time is a big factor these days. The motor truck is doing much to save this valuable commodity. Especially is time valuable to the agricultural implement dealer during his short and busy delivery period, and again is the motor truck solving the problem.

The illustration shows the man-

ner in which one progressive implement dealer delivers grain threshers to their customers when time is precious and crops must be threshed "right now" to save every bushel.

The truck is a Clydesdale, owned by G. H. Bughert, Appleton, Wis. The thresher is a 20x28 Case steel thresher, which was sold from the Case branch at Oshkosh, Wis., to an implement company at Seymour. It was hauled on this truck from Osh-



Nilson Junior Tractor Operating Brush Breaker on Farm near Evarts, Alberta.

kosh to Seymour, Wis., a distance of 40 miles, without a single mishap. The thresher was equipped with feeder, grain handler, and windstacker, which added some-

### An Impetus to Dairying in the West

The Dairy Show, to be held at Winnipeg, February 17-21, 1919, in conjunction with the annual convention of the Manitoba Dairy Association, is an event which should be of inestimable value to the movement towards dairying and mixed farming in Western Canada.

This convention and show will embody all representative dairy

farmers and milk plant operators in Western Canada. As an opportunity for the manufacturers of dairy supplies and equipment, it will be the best event ever held

Dealer used  
Truck to Rush  
Delivery of  
Case Thresher.



what to the bulk of the load. Of course, the four steel wheels were taken off, and the machine rested on the steel axles, which allowed it to be easily blocked to the deck of the truck. It can be readily seen how the motor truck saved a great deal of time over railroad transportation, and the farmer received his machine in time to get busy and save all of his crop.

The tractor has in a very large measure increased the sale of the small thresher. With a rig of this size, the individual farmer is freed from the delay caused by waiting for the custom thresher. With such a rig he can thresh just when he wants to.

The next best thing to cash is an interest-bearing note—if you have the capital to carry it.

in Canada. The immense amphitheatre of the Industrial Bureau is the venue, and there is over seven thousand square feet of floor space to accommodate a display of dairy products and all that is latest in the dairy equipment machinery field. Already the leading cream separator and milking machine manufacturers in both Canada and the United States have taken display space, but there is room for many more lines of this class of machinery. Manufacturers in the Eastern Canadian provinces and in the States would do well to put on a display in Winnipeg.

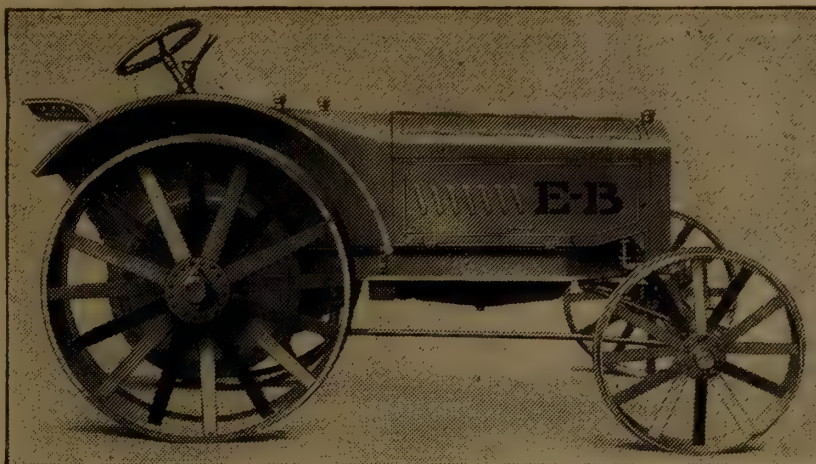
All interested jobbers and manufacturers of dairy supply lines should address L. A. Gibson, Manitoba Dairy Association, Government Bldgs., Winnipeg.



## The E-B 12-20 H.P. MODEL AA Kerosene Tractor

A tractor lighter and no larger than the average 8-16, but with power equal to a 15-25. Easily handled and controlled. Does the work of 12 good horses. The 12-20 is S.A.E. rating—only 80 per cent of the actual power it develops. Pulls a full 12-20 load and has reserve power for any emergency. Get the Model AA folder.

WRITE FOR PARTICULARS



The E-B 12-20 will Satisfy the Farmer and Make Profits for the Dealer.

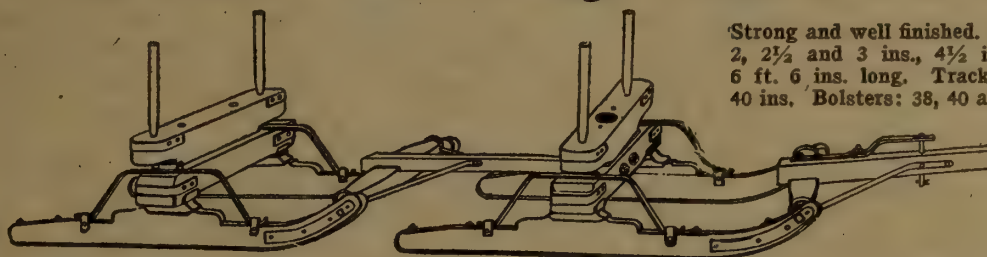
Four cyl. motor,  $4\frac{3}{4} \times 5$ , develops 12-20 S.A.E. rating. Lubrication, pump and splash. Ignition: K.W. high tension. Bennett carburetor. Modine radiator. E-B transmission. Hyatt roller and Bantam ball thrust bearings. Two speeds. Wheelbase, 87 ins. Length 133 ins. Total weight fully equipped, 4,575 lbs.

HANDLE THE MODEL AA

## "EMPIRE" No. 2 Sleighs—Cast or Steel Shoes



Sizes: 24, 32  
and 40 inches



Strong and well finished. Runners: 2,  $2\frac{1}{2}$  and 3 ins.,  $4\frac{1}{2}$  ins. deep; 6 ft. 6 ins. long. Track: 36 and 40 ins. Bolsters: 38, 40 and 42 ins.

## "WINNER" SEPARATORS Have Remarkable Capacity

Guaranteed to have double the capacity of any other separator and to do 75 per cent better work on all kinds of grain and seed. Capacities, from 30 to 80 bus. per hour. The mill that your customers want. Get a "Winner" on your floor.

ASK FOR LITERATURE AND OUR LIBERAL AGENCY PROPOSITION FOR 1919

**TUDHOPE-ANDERSON CO., LIMITED**  
Winnipeg Regina Saskatoon Calgary

## Deering Makes Good Again

**L**IGHT wheat crops with short straw presented a rather serious problem to Western farmers who were not fortunate enough to have **DEERING** binders at harvest time this year. The **DEERING**, which has also handled the heaviest crops Canada ever raised, saved farmers many dollars this year by the way it handled short straw with little or no loss of grain.



The credit is due to three **DEERING** features—(1) The sickle is only three-quarters of an inch below the platform canvas, and a little over an inch and a half in front of it. Light grain falls over this small shoulder to the platform canvas easily and naturally. (2) The elevator canvas projects in front of the platform far enough to catch and carry all the grain to the binder. (3) The binder shift is so long that the shortest grain can be securely and properly bound.

No matter whether grain is heavy or light, short or tall, standing or down, a **DEERING** binder will harvest the full crop. What is it worth to your customers to have a binder they can always depend upon?

Write the nearest Branch House for complete selling information about the dependable **DEERING**.

## International Harvester Company of Canada, Limited

### BRANCH HOUSES

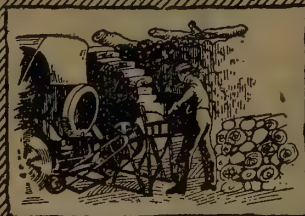
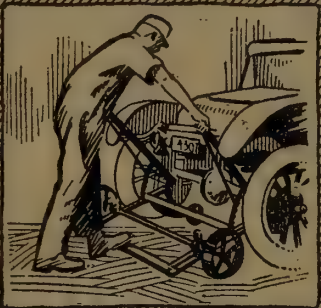
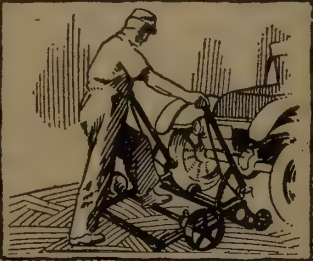
WEST—Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Estevan, Sask.; Lethbridge, Alta.; North Battleford, Sask.; Regina, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Yorkton, Sask.

EAST—Hamilton, Ont.; London, Ont.; Montreal, Que.; Ottawa, Ont.; Quebec, Que.; St. John, N.B.



# THE MECHANICAL FARM HAND

## Something New — And Better — Under the Sun — for the Farmer



It's labelled "LAY Porta Power." It's new, absolutely new! An idea for which thousands of farmers have been waiting!

LAY Porta Power makes a hired man of the farmer's automobile. Uses the wonderful power of its engine—uses it to make the farm a bigger, faster profit-maker.

It is a *real automobile accessory* for the farm. Here's the idea. You slip LAY Porta Power under the rear axle of the car. It raises the rear wheels—the driven wheels—off the ground. Hitch a belt to LAY Porta Power and the machine to be driven. Start your automobile engine. The car wheels make contact with the pulleys—there you have any speed or any power your car can produce.

Thus LAY Porta Power gives the cheapest and most adaptable power on earth. Runs all kinds of farm machinery. Pumps water, runs cream separator, churn, corn sheller, ensilage cutter, washing machine, grain elevator, silo filler, wood saw—any and every machine that any gasoline engine up to 10 h.p. will run.

And all this power is *cheap power*. LAY Porta Power costs only a fraction of the price of even a cheap gasoline engine. It's portable—the engine goes to the job, not the job to the engine.

Remember this. You can't get a more efficient motor than is in the farmer's car. LAY Porta Power harnesses it to the farmer's job.

### The Demand is Ready-Made Every Car Owner Buys On Sight

Live Dealers Wanted Everywhere!

HERE IT IS!

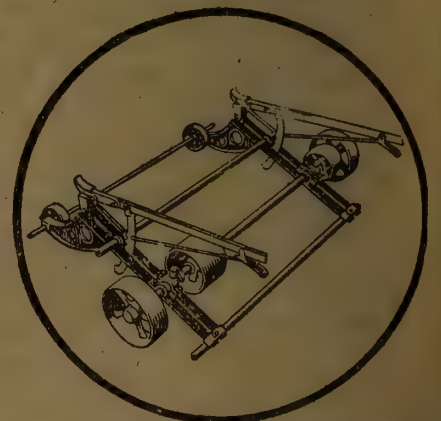
"dead" or half-worked territory. There's good profit waiting to be PICKED up, if you're the right man.

Remember this: We're advertising LAY Porta Power in a big smashing campaign in every result-producing farm paper we know.

This proposition is right  
Let's hear from YOU  
Write or wire TO-DAY

Grace Motors, Limited

CANADIAN DISTRIBUTORS:  
120 King St. East. TORONTO, ONT.



Be  
the First  
in Your Field

Don't give the other fellow a chance of making a quick clean-up before you decide to take a LAY Porta Power Territory. We'll guarantee that if the farmers round your way are only half as curious and wideawake as those in districts we've already covered they'll be ASKING you to DEMONSTRATE LAY Porta Power—right there on their own place with their own machinery.

You can't make a mistake with LAY Porta Power. It's universal—can be used with any car, "puts any car to

work." And it's simplicity itself. Absolutely fool-proof.

Even farmers who already have a gasoline engine are buying LAY Porta Power. They like the CONVENIENCE of it—it's the handiest time and labor saver ever devised.

There are hundreds of farmer car-owners in your territory. Every one is a prospect. Everyone NEEDS LAY Porta Power. Are you going to cash in?

Get this first: We don't want anyone but hustlers. We don't want any

# LAY Porta Power

Puts your Car to Work















